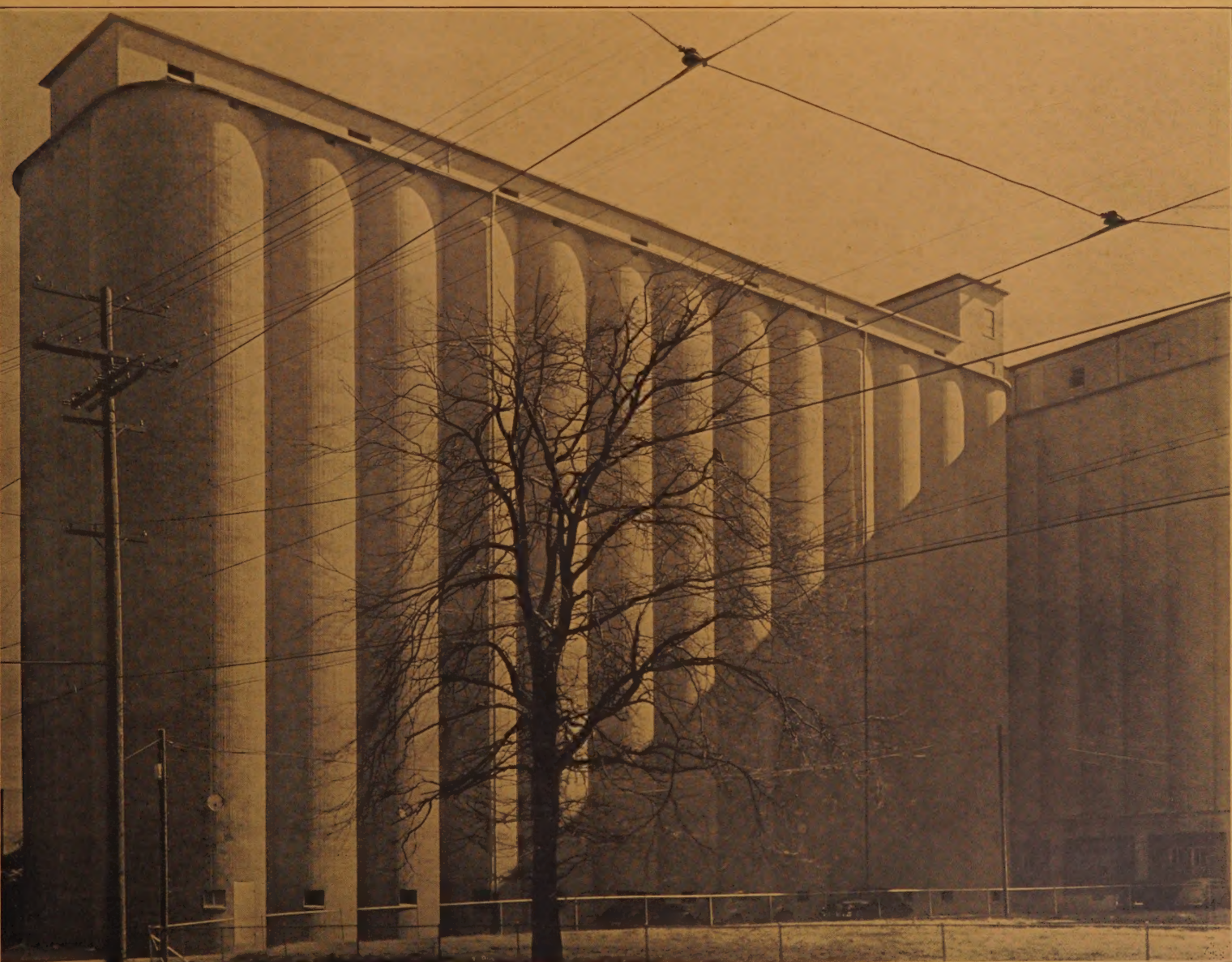


# GRAIN & FEED JOURNALS

## CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.*

New 500,000 bus. Storage Annex of Gwinn Milling Co., at Columbus, Ohio  
[For Description see page 204]





# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

## AMARILLO, TEXAS

### Grain Exchange Members

Burrus Panhandle Elevators, public storage-mdsing.\*  
Great West Mill & Elevator Co., millers, grain dealers.\*  
Hardeman-King Co., grain seeds, feed mfrs.\*  
Henneman Grain & Seed Co., seeds and grain.\*  
Kearns Grain & Seed Co., grain-field seeds.\*  
Martin-Lane Grain Co., grain and public storage  
Producers Grain Corp., federal bonded warehouse  
Stone & Colley Grain Co., wholesale grain.

## BALTIMORE, MD.

### Chamber of Commerce Members

Beer & Co., Inc., E. H., grain, hay, seeds.\*

## BUFFALO, N. Y.

### Corn Exchange Members

American Elvtr. & Grain Div., recrs., shprs., consmts.\*  
Cargill, Incorporated, grain merchants.\*  
Eastern Grain Elvtr. Corp., Recvrs., shprs., elvtr. ops.\*  
Lewis Grain Corporation, consignments.\*  
McKillen, Inc., J. G., consignments.\*  
Wood Grain Corp., consignments, brokerage.\*

## CEDAR RAPIDS, IOWA

Federal-North Iowa Grain Co., country run grain.\*  
Wildner Grain Co., grain merchants.\*

## CHICAGO, ILL.

### Board of Trade Members

Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Continental Grain Co., grain merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., grain, stocks, provisions.\*  
Norris Grain Co., grain merchants.\*  
Quaker Oats Co., grain merchants.\*

## CLEVELAND, OHIO

The Bailey Cain Co., shpr. grain, mill'd, protein feeds.\*  
The Cleveland Grain Co., home office.\*

## COLUMBUS, OHIO

Cummings & McAllister, brokers grain, feed, oil.\*  
Dill Grain Co., L. J., mchts.-brokers, grain, beans, feeds.

## CINCINNATI, OHIO

The Early & Daniel Co., grain and feed service.\*

## DALLAS, TEXAS

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*

## DECATUR, ILL.

Baldwin Elevator Co., grain merchants.\*  
Evans Elevator Co., grain, Chicago B. of T. Members.\*

\*Members Grain & Feed Dealers National Assn.

## DENVER, COLO.

### Grain Exchange Members

The Ady & Crowe Merc. Co., whlse. grain beans, feeds.  
Intermountain Elevator Co., recvrs., shprs., consignmts.\*  
Fred M. Smith Grain Co., consignments.

## ENID, OKLA.

### Board of Trade Members

Enid Elevator Corp., operating Enid Terminal Elevator.\*  
Fenquay Grain Co., optrs., country elvtrs., gr. mdsng.\*  
General Grain Co., term. elvtr., gr. merchants.  
E. R. Humphrey Grain Co., grain merchants.\*  
Johnston Grain Co., W. B., wheat, coarse gr., fd. seeds.\*  
Salina Terminal Elvtr. Co., J. F. Chance, Mgr.

## FORT DODGE, IOWA

Christensen Grain Co., grain merchants.\*

## FORT WORTH, TEXAS

### Grain and Cotton Exchange Members

Brackett Grain Co., brokerage, consignments.\*  
Carter Grain Co., C. M., brokerage and consignments.\*  
The Ft. Worth Elvs. & Whag. Co., public storage.\*  
Lone Star Elevators, public storage-merchandising.  
Transit Gr. & Comm. Co., grain, feeds, seeds.\*

## HUTCHINSON, KAN.

Farmers Co-Operative Comm. Co., grain storage.  
Salina Terminal Elvtr. Co., H. W. Poort, Mgr.

## INDIANAPOLIS, IND.

### Board of Trade Members

Cleveland Grain Co., grain commission.\*

## KANSAS CITY, MO.

### Board of Trade Members

Davis-Noland-Merrill Grain Co., grain mchts.\*  
The Kansas Elevator Co., mlg. wheat, corn, oats, barley.\*  
Meservey-O'Sullivan Grain Co., gr. mchts., consngmts.\*  
Mid-Continent Grain Co., gen'l grain merchants.  
Salina Terminal Elvtr. Co., Robert O'Brien, Mgr.  
Scouler Bishop Grain Co., consignments.\*  
Simonds-Shields-Theis Grain Co., grain merchants.\*

## LOUISVILLE, KY.

### Board of Trade Members

Zorn & Co., S. receivers and shippers.\*

## MEMPHIS, TENN.

### Merchants Exchange Members

Burton, E. E., broker and commission merchant.\*

## MILWAUKEE, WIS.

### Grain & Stock Exchange Members.

Stratton Grain Co., grain merchants.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members

Bunge Elevator Corp., grain merchants.\*  
Cargill, Incorporated, milling wheat.\*  
Scroggins Grain Co., grain merchants.\*

## PEORIA, ILL.

### Board of Trade Members

Bowen Grain Co., H. D., grain commission.\*  
Cole Grain Co., Geo. W., receivers and shippers.  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.

## PITTSBURGH, PA.

### Member Grain and Hay Exchange

Rogers & Co., Geo. E., receivers, shippers.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## PORTLAND, ORE.

Kerr Gifford & Co., Inc., grain merchants.

## ST. JOSEPH, MO.

### Grain Exchange Members

Dannen Grain & Mlg. Co., grain mchts.-consignments.\*  
Stratton Grain Co., grain merchants.\*

## ST. LOUIS, MO.

### Merchants Exchange Members

Anheuser-Busch, Inc., feed grains.\*  
Fuller-Woodbridge Com. Co., gr. & millets, all kinds.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Lan Mullally Grain Co., everything in grain.\*  
Nanson Commission Co., grain commission.\*  
Terminal Grain Co., grain, soybeans, consignments.\*

## SALINA, KANS.

Eberhardt-Simpson Grain Co., general mchts.\*  
Smoot Grain Co., wheat merchants.\*

## SIDNEY, OHIO

E. T. Custerberder & Co., carlot grain.  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IOWA

### Grain Exchange Members

Flanley Grain Co., grain merchants.\*

## TOLEDO, OHIO

### Board of Trade Members

Rice Grain Co., "Oats Specialists."\*

## WELLINGTON, KANS.

Wolcott & Lincoln, Inc., opera. Wellington Term. Elvtr.

## WICHITA, KANS.

### Board of Trade Members

Wichita Terminal Elvtr. Co., gen'l elvtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Co., wholesale grain and seeds.\*

## WINFIELD, KANS.

Daves & Daves Grain Co., milling wheat.

Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price-Current-Grain Reporter (Est. 1844). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed and field seed. 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second class matter November 27, 1930, at the Post Office at Chicago, Ill., under the act of March 3, 1879. Vol. LXXXVI. No. 5. March 12, 1941.



Board of Trade  
Members**CHICAGO**Board of Trade  
Members**LAMSON BROS. & CO.**

2200 Board of Trade

Established 1874

Chicago, Ill.

*"67 years of continuous service in the grain trade."*GRAIN — BEANS  
STOCKS — BONDS  
COTTON — BUTTER  
EGGS — PROVISIONS**JAMES E. BENNETT & CO.**

ESTABLISHED 1880

332 So. La Salle St., CHICAGO, ILL.

CONSIGNMENTS AND FUTURES ORDERS SOLICITED IN ALL PRINCIPAL MARKETS

KANSAS CITY  
Board of TradeST. LOUIS  
Merchants ExchangePEORIA  
Board of TradeCAIRO  
Board of TradeINDIANAPOLIS  
Board of TradeMINNEAPOLIS  
Chamber of CommerceASK FOR BIDS  
Wheat — Corn — Barley  
Rye — Oats — Soy Beans**Hedging by Dealing  
in Grain Futures***By G. Wright Hoffman, Ph.D.*

A subject of much interest to all handlers of grain; not a fragmentary discussion but a presentation of the subject in a comprehensive and scientific manner.

This book, bound in cloth, 141 pages, includes, besides an extensive bibliography, chapters on: The Development of Futures Trading and the Practice of Hedging; The Theory of Hedging; Limitations Affecting Hedging; The Extent of Hedging; Extension of the Principle of Hedging.

This is a valuable book and will be worth to you many times its cost.

Price \$2.00 f. o. b. Chicago

GRAIN &amp; FEED JOURNALS

Consolidated

332 S. La Salle St. Chicago, Ill.

**CONTINENTAL GRAIN COMPANY**

332 SOUTH LA SALLE STREET, CHICAGO

PRODUCE EXCHANGE, NEW YORK

**RECEIVERS — SHIPPERS — EXPORTERS**

MEMBERS OF ALL LEADING COMMODITY EXCHANGES

**TERMINAL ELEVATORS**

CHICAGO • ST. LOUIS • PEORIA • KANSAS CITY • OMAHA

**HERE'S YOUR MARKET  
FOR HIGH QUALITY GRAINS!****The Quaker Oats Company**

GRAIN DEPT., CHICAGO, ILLINOIS

**Continuous Buyers of Oats, Wheat, Corn, Barley****To BUY or SELL  
RENT or LEASE  
an ELEVATOR**

Place an adv. in the "Wanted" or "For Sale" columns of the GRAIN & FEED JOURNALS, of Chicago. It will bring you quick returns.

**RECEIVERS, SHIPPERS AND BROKERS****Safety  
Sample Envelopes**

for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size, 4½x7 inches. Have a limited supply to sell at \$2.35 per hundred, 500, \$10.00 plus postage.

GRAIN &amp; FEED JOURNALS

Consolidated

332 S. La Salle St., Chicago, Ill.

**LANGENBERG BROS. GRAIN  
COMPANY**

Established 1877

ST. LOUIS, MO.

**FRED M. SMITH GRAIN CO.**  
Denver, Colo.

Originators and merchandisers of milling wheat and coarse grains.  
200,000 bushels public storage.  
Consignments Solicited.

**Nanson Commission Co.**

Grain—Hay—Seeds

202 Merchants Exchange Bldg.  
ST. LOUIS, MO.**E. H. BEER & CO., INC.**

Successors to

Chas. England &amp; Co., Inc.

GRAIN—HAY—SEEDS

Commission Merchants

308-310 Chamber of Commerce, Baltimore



Board of Trade  
Members**PEORIA**Board of Trade  
Members

**LUKE** Grain  
Co., Inc.  
Solicits Your Peoria Business  
Consign Your Corn to Us  
PEORIA, ILLINOIS

RECEIVERS GRAIN SHIPPERS  
• W. W. **DEWEY** & SONS •  
CONSIGN TO DEWEY  
PEORIA

P. B. and O. C.  
**MILES**  
Est. 1875—Inc. 1910  
PEORIA, ILLINOIS  
Handling Grain on Commission  
Our Special—

Chamber of Commerce  
Members**MINNEAPOLIS**Chamber of Commerce  
Members

SATISFACTORY SERVICE IN EVERY BRANCH of the GRAIN BUSINESS

**CARGILL**  
INCORPORATED

Minneapolis and All Principal Terminal Markets

Personal Attention Plus Experienced Supervision Given Every  
Consignment.**WHEAT**

AND ALL OTHER GRAINS

*Any Grade—Any Quantity—Any Time*

**BUNGE ELEVATOR CORPORATION**  
MINNEAPOLIS, MINN.

**Clark's Car Load  
Grain Tables**

Eighth edition, extended to show bushels in largest carloads, shows the following range of reductions of pounds to bushels by fifty pound breaks.

|        |                 |                       |
|--------|-----------------|-----------------------|
| 20,000 | to 129,950 lbs. | to bushels of 32 lbs. |
| 20,000 | " 74,950 "      | " " " 34 "            |
| 20,000 | " 118,950 "     | " " " 48 "            |
| 20,000 | " 140,950 "     | " " " 56 "            |
| 20,000 | " 140,950 "     | " " " 60 "            |

Pounds in red ink; bushels in black, 48 pages  
Linen ledger paper reinforced, bound in keratol  
with marginal index. Weight, 8 oz.

Price \$2.50 at Chicago

**GRAIN & FEED JOURNALS**  
Consolidated

332 So. La Salle St., Chicago

Say you saw it in the

**Journal**

When you write our advertisers  
Thanks

Board of Trade  
Members**KANSAS CITY**Board of Trade  
Members

**SIMONDS-SHIELDS-THEIS GRAIN CO.**  
**GRAIN MERCHANTS**

ELEVATOR CAPACITY, 4,000,000 BUSHEL

Frank A. Theis, President

F. J. FitzPatrick, Vice President

F. L. Rosenbury, Secy-Treas.

**DAVIS-NOLAND-MERRILL GRAIN CO.**

Board of Trade  
Kansas City, Mo.



Operating  
**SANTA FE ELEVATOR "A"**  
10,200,000 BUSHEL  
Modern Fireproof Storage

Ask for our bids on Wheat, Corn, Oats, Rye and Barley for  
shipment to Kansas City and the Gulf—Special Bin Storage  
Furnished at Regular Storage Rates.

**CIPHER CODES**

We carry the following cipher codes in stock:  
Universal Grain Code, board cover...\$1.00  
Robinsons Cipher Code, leather..... 2.50  
Dowling's Grain Code..... 3.00  
Miller's Code (1936), cloth..... 2.00  
Cross Telegraphic Cipher (10th edition) 4.00  
Peerless Export Grain Code......85.00  
A. B. C. Code, 5th Ed., with sup.....20.00  
Baltimore, Export Cable Code.....15.00  
Bentley's Complete Phrase Code.....10.00

All prices are f. o. b. Chicago

**GRAIN & FEED JOURNALS**  
Consolidated

332 S. La Salle St. Chicago, Ill.



Corn Exchange  
Members

# BUFFALO

Corn Exchange  
Members

**Wood Grain Corp.**  
**CONSIGNMENTS—BROKERAGE**  
BUFFALO, N. Y.

## American Elevator & Grain Division

**Russell Miller Milling Company**  
RECEIVERS, SHIPPERS AND ELEVATOR OPERATORS  
CONSIGNMENTS SOLICITED

*Our System of Terminal Elevators, enables us to give prompt service and reliable quality on coarse grains, durums and protein milling wheats.*

## You Can Sell Your Elevator

by advertising directly  
to people who want  
to buy, by using a  
**Grain & Feed Journals**  
For Sale Ad

## EASTERN GRAIN ELEVATOR CORPORATION

Receivers, Shippers, Elevator Operators  
CONSIGNMENTS SOLICITED

## Lewis Grain Corp.

*A good firm to consign to*  
Corn—Oats—Soft Wheat—Barley  
BUFFALO NEW YORK

## J. G. McKILLEN, INC.

RECEIVERS  
Consignments a Specialty  
BUFFALO NEW YORK

# Have You Seed For Sale? Do You Wish To Buy Seed?

See our "Seeds For Sale — Wanted" Department This Number

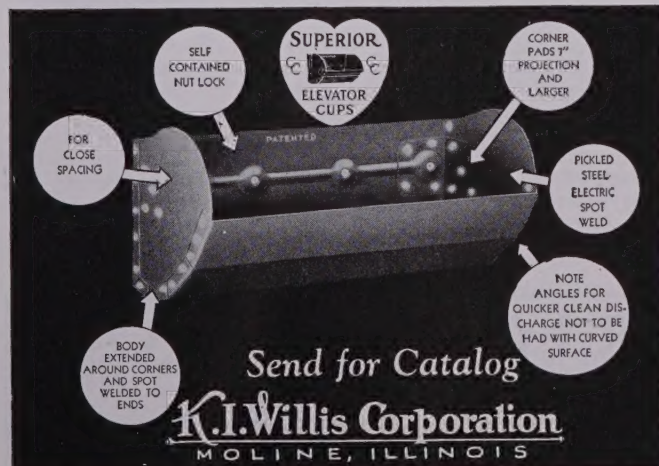


**GRAIN & FEED DUSTS**  
Are DANGEROUS  
Protect Yourself With A  
**DUPOR**  
Double Filter RESPIRATOR

\$1.50  
SAMPLE  
POSTPAID

DUPOR NO. 4 for nuisance dusts has  
"Original twins" filter construction!  
Respirator is foldable, reversible—fits  
any shaped face. Has approved face  
cloth for comfort. Weighs but 4 oz.  
Conversation Easy! Get the protection  
you need—order a Sample Respirator  
today!

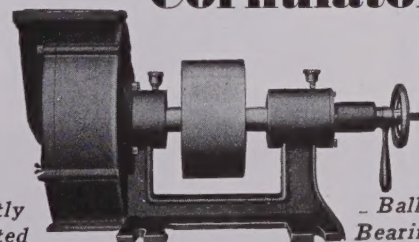
**H. S. COVER**  
1937 Chippewa St., South Bend, Ind.



'low expense'

## Cornulator

Instantly  
Regulated



Ball  
Bearings

**increases**

## supply of 'spring chick' feeds

Rapidly, simply, economically increases quantity of "small" products springtime trade requires for starting, developing and scratch feeds . . . Saves power, lessens reduction loss in reducing corn, barley, durum wheat, rye, peas, beans, milo, kaffir, millet, etc. . . . A high quality, low-cost Outfit.

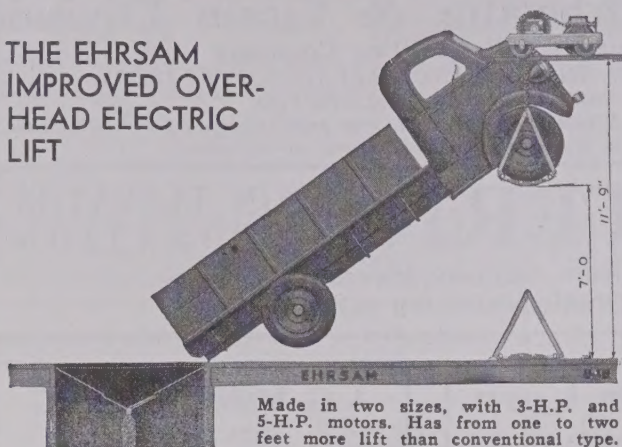
Ask for Catalog J-167

**S. HOWES CO., Inc., Silver Creek, N. Y**



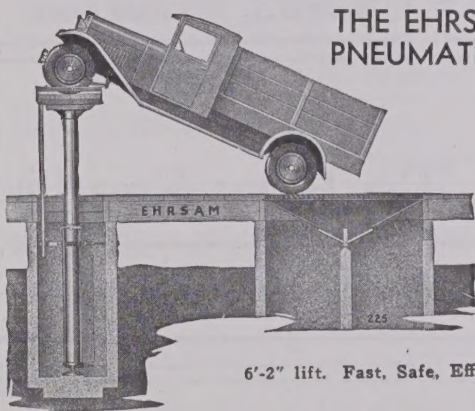
## EHRSAM TRUCK LIFTS

THE EHRSAM  
IMPROVED OVER-  
HEAD ELECTRIC  
LIFT



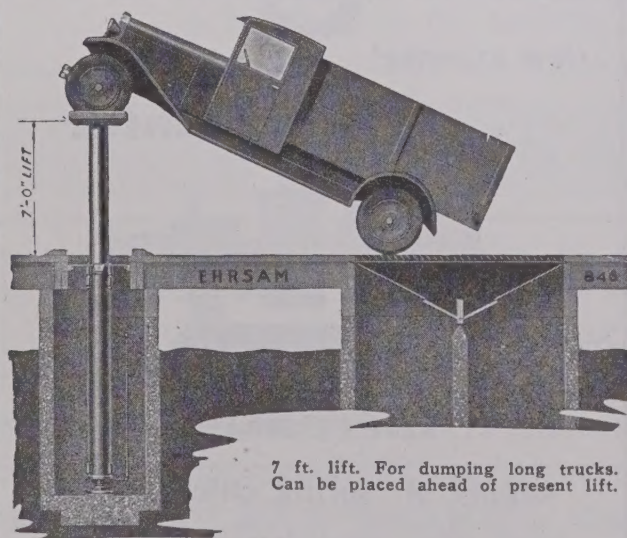
Made in two sizes, with 3-H.P. and 5-H.P. motors. Has from one to two feet more lift than conventional type.

THE EHRSAM STD.  
PNEUMATIC LIFT



6'-2" lift. Fast, Safe, Efficient.

THE EHRSAM STYLE B PNEUMATIC LIFT



7 ft. lift. For dumping long trucks. Can be placed ahead of present lift.

Write for new catalogue No. 439

**THE J.B.EHRSAM & SONS MFG. CO.**  
ENTERPRISE, KANSAS

W. H. Kent, 549 W. Washington Blvd., Chicago  
Ralph K. Albert, 902 Southland Life Bldg., Dallas



# STOP HIM!

LARVACIDE reaches weevil and other granary insects, even in remote hiding places • Scores Good Kills, including larvae and egg life • Used by elevator men and millers for more than 16 years.

RODENTS are conquered with light dosage.

We have the answers to your Pest Control problems. Write for informative literature.

## Larvacide

CHLORPICRIN

Stocked conveniently near you.

**INNIS, SPEIDEN & COMPANY**

Originators of Effective Pest Control with Chlorpicrin

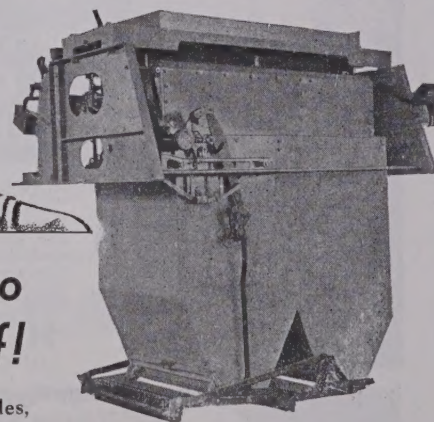
117-119 Liberty Street New York, N.Y.

CHICAGO • CLEVELAND • BOSTON • PHILADELPHIA • OMAHA



## It's Nice To Be Right

### but better to have proof!



Richardson Automatic Scales, in case of dispute, back up your claims with *proof*. For these scales are equal-arm balance scales, employing standard sealed tests weights—the most accurate weighers known. Richardson Automatic Grain Scales are completely automatic in operation, self-compensating for variations in specific gravity and rate of flow, positively interlocked against passage of unweighed grain, and they mechanically tabulate and print a complete record of all weighings.

These scales are available in many capacities for either shipping or receiving use. Bulletin 1219G describes them in detail.

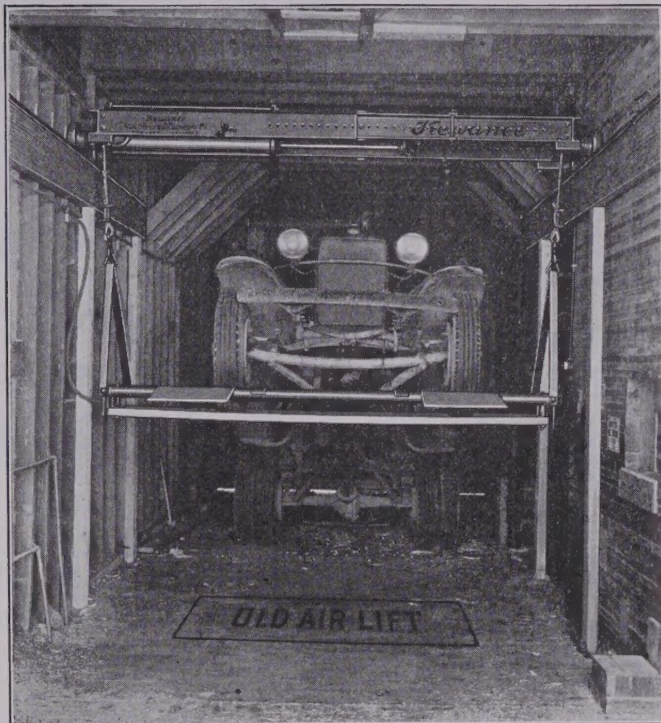
## RICHARDSON

Chicago Minneapolis Omaha Wichita  
San Francisco

RICHARDSON SCALE COMPANY, CLIFTON, N. J.



## KEWANEE AIR AND ELECTRIC OVERHEAD LIFTS



HERE IS A KEWANEE AIR CRANE LIFT dumping long trucks in an old Elevator, where a vertical air lift, installed ten years ago, is still used for wagons.

with Telescoping Crane Frames fit any driveway and are so efficient they can be operated with a TWO-HORSE MOTOR and WILL LIFT THE FRONT WHEELS OF ANY TRUCK SEVEN FEET IN A FEW SECONDS.

Why pay for a larger motor when a 2-H.P. will do the work?

For 25 years KEWANEE has led the field. Always ahead in design and construction of Truck Lifts.

*Ten different models to fit any condition*

The KEWANEE MODEL 39 AIR CRANE OVER-HEAD LIFT was especially designed to use with your present tank and air compressor.

Any handy man with a set of pipe tools can install it in a few hours.

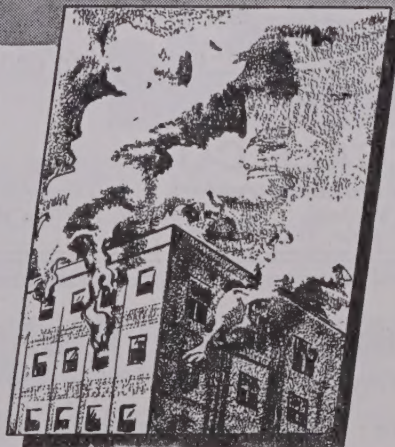
• No Gears—No Noise—No Electric Wiring •

*Its low price will surprise you.*

**Kewanee Machinery & Conveyor Co.**  
111 Burl Street . . . . . Kewanee, Illinois

**THIS DIDN'T "JUST HAPPEN"  
...DUST CAUSED IT!**

**...And  
dust control  
could have  
prevented it!**

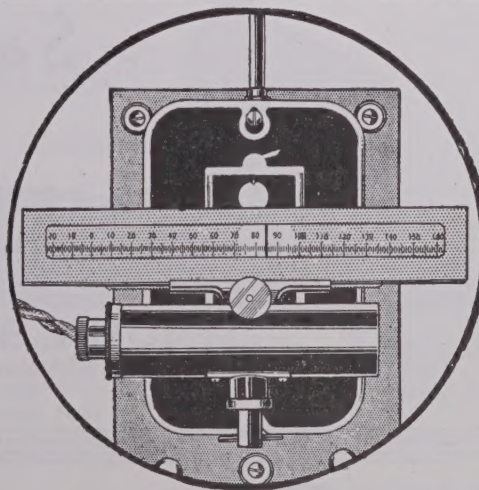


Fire, dust explosion, or other disaster . . . some hidden defect is almost always the cause. Our trained, experienced, engineering service can "X-ray" your plant and minimize the possibility of sudden death to your investment.

Let us prove our ability to analyze your protection problem. We've devoted a life-time to fire prevention in the mill and elevator field.

**MILL MUTUAL FIRE PREVENTION BUREAU**  
400 West Madison Street - Chicago

Write us today for your free copy of our illustrated booklet, "The Control of Dust in Grain Handling and Processing Plants."



### Your Defense Program

should include a Zeleny Thermometer System to protect your grain while in storage.

*Write for estimate*

**ZELENY THERMOMETER COMPANY**

9 So. Clinton Street  
CHICAGO ILLINOIS

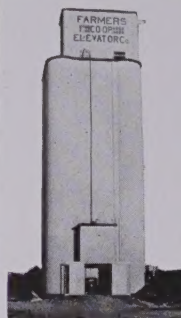


## GRAIN ELEVATOR BUILDERS

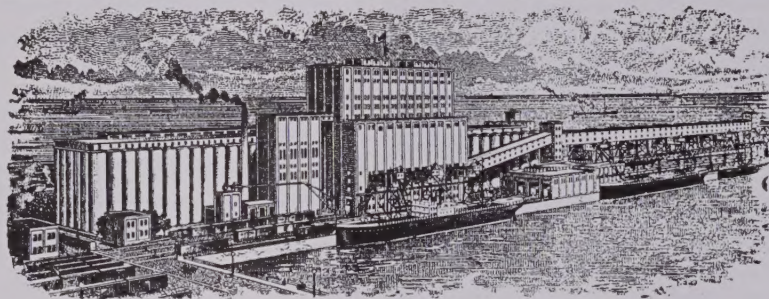
**HORNER & WYATT***Engineers*Designers of Grain Elevators,  
Flour Mills and Feed Mills

Consulting engineers to the milling and grain trade

470 BOARD OF TRADE KANSAS CITY, MO.

**CHALMERS & BORTON**Contractors  
and  
Engineers

HUTCHINSON, KANSAS

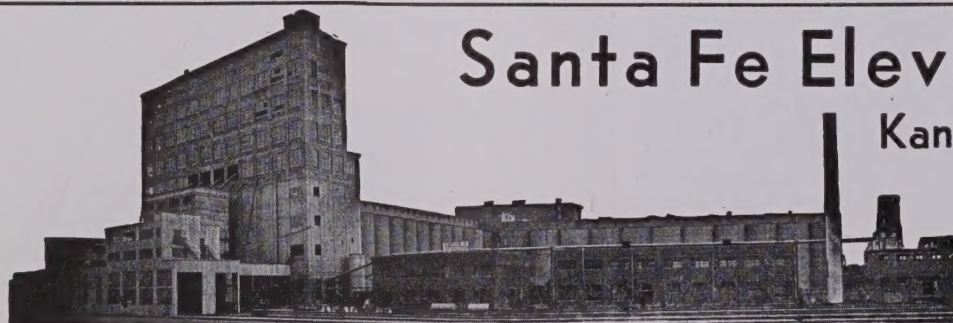
Capacity  
5,000,000  
BushelsEquipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION**

ENGINEERS AND CONTRACTORS

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

**Santa Fe Elevator "A"**

Kansas City, Kans.

Capacity  
10,500,000 Bushels**JOHN S. METCALF CO.***Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd.

460 St. Helen St., Montreal  
12-15 Dartmouth Street, London, England

837 W. Hastings St., Vancouver, B. C.

**Jones - Hettelsater Construction Co.**

Mutual Building — — Kansas City, Mo.

*Designers and Builders*

Grain Elevators

Feed and Flour Mills

Malting Plants

**MILLER MALTING COMPANY**

LOS ANGELES, CALIF.

Complete Malt Plant Including  
Elevator—Kiln House—Germinating Compartments  
Designed and constructed by us.



# GRAIN ELEVATOR BUILDERS

## POLK SYSTEM CONCRETE STORAGE

POLK-GENUNG-POLK CO.

Fort Branch, Indiana

Designers — Contractors

## EIKENBERRY CONST. CO.

CONTRACTORS—ENGINEERS  
GRAIN ELEVATORS—FEED MILLS  
SEED CORN DRYING PLANTS

P. O. Box 146 Bloomington, Ill.

## A. F. ROBERTS CONSTRUCTION CO.

Designers and Builders of  
Any Type Grain Elevators

SABETHA, KANSAS

## RELIANCE CONSTRUCTION CO.

Designers — Builders

of grain elevators, wood or concrete

5221 N. Penn. St.

INDIANAPOLIS, INDIANA

## CONCRETE

CONSTRUCTION OF  
Grain Elevators—Feed Mills—  
Flour Mills—Coal PocketsRYAN CONSTRUCTION CO.  
2606 Taylor Street Omaha, Neb.

## FRED FRIEDLINE & SONS

Engineers—Contractors

Mills, Machinery, Grain Elevators  
Hybrid Seed Corn and Soybean  
Processing Plants. Remodeling

Phone 303

Kentland, Indiana

## G. T. BURRELL

DESIGNER &amp; BUILDER

GRAIN ELEVATORS—FEED MILLS  
SOY PROCESSING PLANTSOur 40 years' experience assures  
low cost and efficient operation

9 So. Clinton St. CHICAGO, ILL.

## HOGENSON

Construction Co.

Designers and Builders

Elevators, Feed Mills, Warehouses

REMODELING

Corn Exchange Bldg. MINNEAPOLIS, MINN.

## Ibberson Efficiency —Saves Money—

Builders of: Grain Elevators  
Feed Mills  
Coal Plants

Repairing and Remodeling

T. E. IBBERSON CO.

Minneapolis

Minnesota

Your Elevator's Wants Are Supplied in These Columns

POWER SAVING

## Dust Collectors

FOR ALL PURPOSES

PROMPT SHIPMENTS

WRITE FOR CATALOGUE TODAY

FOR GRAIN ELEVATORS



ALFRED C. GOETHEL CO.

MANUFACTURERS AND  
ENGINEERS

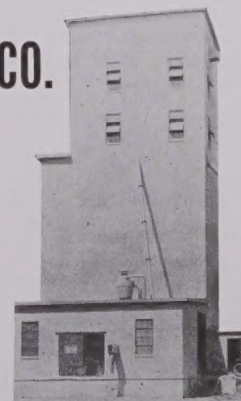
2337 North 31st Street

MILWAUKEE, WIS.

## A. CLEMANS & SONS CO.

LONDON, OHIO

Engineers—Contractors

Fireproof — Modern  
Grain Elevators

Trade Mark Reg. U. S. Pat. Office

## CALUMET CUP

"It's All in the Cup"—No expensive changes in  
present equipment—answers your need of increased  
capacity—perfect discharge.

Designed for close spacing—90% carrying capacity—perfect discharge at greater speed for  
any type of Elevator. In general use by many of the largest PROCESSING PLANTS —  
GRAIN ELEVATORS — MALT HOUSES

### B. I. WELLER

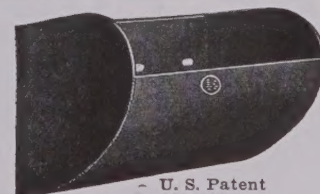
SOLE OWNERS of the patent and SOLE Licensed Manufacturers  
in the U. S. under this patent.

220 W. Chicago Ave., East Chicago, Ind.

327 S. La Salle Street, Chicago, Ill.

THE STRONG-SCOTT MFG. CO., LTD.  
Toronto WINNIPEG Calgary  
Licensed Manufacturers for the Dominion of Canada

R. R. HOWELL & CO., Minneapolis, Minn.  
Northwest Distributors

U. S. Patent  
1944932



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**ILLINOIS** elevator for sale: Located about 30 miles N.W. of Decatur. Doing good business. Address 86D3, Grain & Feed Journals, Chicago.

**CENTRAL NEBRASKA** Elevator. 35,000 bus., modern equipment; coal business for sale. A going concern in good farming community. Priced right. Write I. R. Andrews, Bladen, Nebr.

**IOWA** elevator for sale; 20,000 bus. cribbed; also residence; located in one of the best grain points in state; dissolving partnership. Write McNally Grain Co., Ireton, Iowa.

**SOUTHWESTERN OHIO**—25,000 bu. iron-clad elevator. Good grain, feed and coal territory. It will pay you to see this one. Address 86C4, Grain & Feed Journals, Chicago, Ill.

**ELEVATOR**, feed, coal, seed, fertilizer business; good grain, stock, dairy, poultry section. Capacity 10,000; good repair and paying. Wish to retire; sell outright or easy terms. Address 86A1, Grain & Feed Journals, Chicago.

**ILLINOIS**—Must sell our Chase and McGirr yards at once to settle estates. A snap to get profitable grain, coal, lumber business, but must act quickly. Holcomb-Dutton Lbr. Co., Sycamore, Ill.

**OHIO**—Elevator in Darke County for sale; feed, coal, seed, hardware business; good grain, hog, poultry and dairy section. Dwelling in connection. Address 86C5, Grain & Feed Journals, Chicago, Ill.

**TERMINAL ELEVATOR**—135,000 bus.; steel tanks, trucking and carlot facilities; track scale; flat warehouse; ample grounds; rich crop territory; good rate point; big value for low price for quick turnover. Address 86C8, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—10,000 bu. cribbed elevator and equipment; coal sheds, office building and dwelling, cob and fuel house, lumber shed. Bradish, Boone County, Nebraska. For further information write to Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Nebr.

**STOP! READ! THINK!** One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now.

## ELEVATORS WANTED

**WILL BUY**, lease or finance elevators in Oklahoma or Kansas. P. O. Box 119, Salina, Kan.

**WANT TO BUY**—Grain Elevator in good grain territory; give information on plant, volume of grain in bushels, sidelines and price. Write 86E9, Grain & Feed Journals, Chicago.

## FOR RENT OR LEASE

**REINFORCED CONCRETE**, 80,000 bus. elevator for rent. Transit east and south. Blue Grass Feed Co., Lexington, Ky.

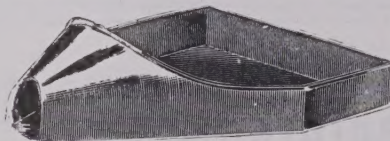
## SITUATION WANTED

**POSITION** as manager or ass't manager wanted in good central Ill. point; 11 years experience; 31 years of age; best references. Address 86D2, Grain & Feed Journals, Chicago, Ill.

## HELP WANTED

**IF YOU ARE** seeking a position try an advertisement in the "Situation Wanted" column.

## SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½x12x16½", \$2.00;  
Seed Size, 1½x9x11", \$1.65. at Chicago.

**GRAIN & FEED JOURNALS**  
Consolidated  
332 So. La Salle St., Chicago, Ill.

## BUSINESS WANTED

**RETAIL FEED**, Seed & Coal Business wanted. Give details and terms of payment. Address 86D1, Grain & Feed Journals, Chicago, Ill.

## BUSINESS OPPORTUNITIES

**CENTRAL INDIANA** feed and flour mill for sale at a real bargain for quick sale. Write A. N. Shepler, 427 W. 3d St., Peru, Ind.

**OLD-ESTABLISHED** flour, feed mill, 75 bbl. capacity; elevator, 30,000 bu. capacity; good grain point and retail area. Will sell reasonable, cash or terms. Send inquiries to Cayuga Milling Co., Cayuga, Ind.

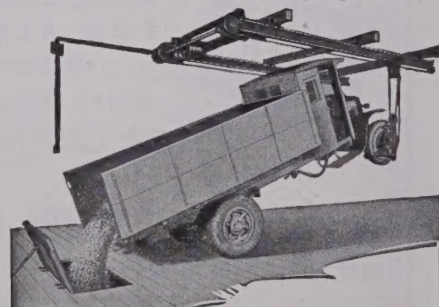
**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches, \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## McMILLIN DUMPS

For Standard Truck, Heavy Duty & Semi-Trailer, Electrically Operated



Cut shows standard truck dump

A dump that fills all requirements. Capacity from smallest wagon to largest truck or semi-trailer. Dumps from any length vehicle into one dump door. By adding extension will dump into any number of doors. Operating connections at each door. Can be installed in almost any driveway. Installation simple and very reasonable. All parts of dump in plain view above driveway floor. Vehicles can be raised to any angle for dumping. Can be stopped and started as desired. Under complete control. All-steel power unit completely assembled. Substantially constructed. No delicate parts. SPEEDY, SAFE and SIMPLE in operation.

Address

**L. J. McMILLIN**

525 Board of Trade Bldg., Indianapolis, Indiana

## KEEP POSTED

**GRAIN & FEED JOURNALS**  
CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office .....

State .....



**MACHINES FOR SALE**

**CORN CUTTER & Grader**—has motor—used very little. 8475. Grain & Feed Jnls., Chicago.

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 84G7. Grain & Feed Journals, Chicago, Ill.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 84G8. Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—4 Double Stands Allis Roller Mills. 84x36. Continental Grain Co., 430 S. Front St., East St. Louis, Ill.

**FOR SALE**—Kohler Burlap Bag one color printing press, motor driven; brass type; good condition. McDonald & Co., New Albany, Ind.

**BROWN-DUVEL** Moisture Tester for sale—practically new. Only used a few times. The American Hay & Grain Co., Marion, O.

**ROSCOE AJAX** oat hullers for sale at real bargain; rebuilt. Write Roskamp Huller Co., Cedar Falls, Iowa.

**FOR SALE**—Slightly used hammer mill and mixer; feed rolls and No. 29B Clipper Cleaner. Address 86E11. Grain & Feed Journals, Chicago.

**JACOBSON UNIVERSAL** No. 5 Hammer Mill. Direct connected 50 h.p. ball bearing 2200 volt motor. Will sell it at real bargain. Write Farmers Grain & Coal Corp., Salem, S. D.

**FOR SALE**—No. 50 Blue Streak Hammer Mill; corn cutter and grader; half ton mixer. Must move at once. Address 86E12. Grain & Feed Journals, Chicago, Ill.

**ALL NEW AT USED PRICES**—2 Hopper scales with square steel hoppers and valves, 100 bu. and 200 bu. cap.; 2 steel hopper grain bins 2,000 bu. cap. each; 2 steel bins 250 cap. each; 2 steel bins 150 bu. cap. each; 150 ft. 6" screw conveyor steel box, with lid; 60 feet, double 6" screw conveyor wood box, with lid; 1—5x4 elevator, all steel, complete, 40 foot centers; 1—large Wolfe Cyclone Dust Collector. Cliff Buzick, Bardstown, Ky.

## Railroad Claim Books

(Duplicating) require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention by the claim agent. They increase and hasten your returns by helping you to prove your claims.

- A** is for Loss of Weight in Transit Claims.
- B**—Loss in Market Value Due to Delay in Transit.
- C**—Loss in Quality Due to Delay in Transit.
- D**—Loss in Market Value Due to Delay in Furnishing Cars.
- E**—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, well bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing claims unpaid, and four sheets of carbon.

The five forms are assembled in three separate books, each of 200 leaves, weight 3 lbs. Price of each book \$2.00, plus postage.

- 411-A contains 100 sets all Form A.
- 411-E contains 100 sets all Form E.
- 411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E.

### Grain & Feed Journals

Consolidated

332 South La Salle St. Chicago, Ill.

**MACHINES FOR SALE**

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 84G6. Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—One 2-S-16 Gruendler Hay Mill complete with 50 HP motor; one 60 HP Miracle Ace; one 24" motor driven Attrition Mill; one No. 89 Clipper Cleaner. D. E. HUGHES COMPANY, Hopkins, Michigan.

**FOR SALE**—Direct connected traction type re-conditioned electric freight elevator, 2,000 lb. capacity, push button control. W. J. Meschberger Elev. & Repair Co., Inc., Lima Road, Ft. Wayne, Ind.

**FOR SALE**—One 7A Monitor receiving sep. ball-b., metal frame; 2, 4x17 N.&M. sifters, almost new. No. 2 Eureka Snappy Shaker, motor drive. F. W. Mann, Box 67, East St. Louis, Ill.

**MOTORS—GENERATORS****ELECTRICAL MACHINERY**

Large stock of motors and generators. A C and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors. 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

**MOTOR-PUMPS:** Guaranteed rebuilt electric motors, pumps, etc. Largest stock in Illinois, outside of Chicago. Will take your equipment in trade; also offer emergency motor repair and rewinding service. Distributors for Wagner and Peerless motors, specially adapted for farm and grain elevator application. We offer free engineering advice on your problems. Write us without obligation. New illustrated bulletin No. 23, just off the press, will be mailed on request. Rockford Power Machinery Co., 6th Ave and 6th St., Rockford, Ill.

**MACHINES WANTED**

**MACHINERY MANUFACTURERS** are so crowded with work, owners of machines or elevator equipment not now in use should be able to dispose of elevator supplies quickly through our Machines-for-Sale columns.

**SCALES FOR SALE**

**SELL YOUR SECOND HAND** Machines Now—tomorrow they will not be worth as much as they are today. A shiny machine which has just been in operation sells quicker and brings a bigger price than a dirty, rusty one.

**BUCKWHEAT FOR SALE**

**FOR SALE:** No. 2 Buckwheat, carload or truckloads. Address W. H. Aiman, Leroy, Ind.

**SEEDS FOR SALE**

**SUDAN** grass seed. Choicest Quality. Frank Bailey Grain Co., Fort Worth, Texas.

**ELEVATOR PLANS**

**PLANS FOR SALE.** Drawings, Specifications, Material and Machinery lists for the many plans designed and built by me past forty years. On many of these the files are complete and on some plants Appraisals made and filed for future use. Sell Patents and inventions, and my services for consultation and development. Write for appointment. Fred Friedline, Engineer & Builder, Kentland, Ind.

## Improved Duplicating Grain Tickets

Use of Form 19GT as a scale book saves much time and labor as one writing with the use of carbon gives a complete record and at the same time, a ticket for the hauler.

Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 3/4 inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book 7 1/2 x 12 inches. 250 leaves with 5 sheets of carbon.

Each ticket has spaces for following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher Name of Firm or Buyer." Order Form 19GT Duplicating. Price \$1.15 plus postage.

Triplifying is the same form as 19GT described above with 125 sheets strong white tissue for buyer, bound in between the original tickets for hauler and the duplicate for headquarters so as to make three copies with one writing. Five sheets dual faced carbon, 375 leaves, weight 3 lbs. Order 19GT Trip. Price \$1.55 plus postage.

**GRAIN & FEED JOURNALS**

Consolidated

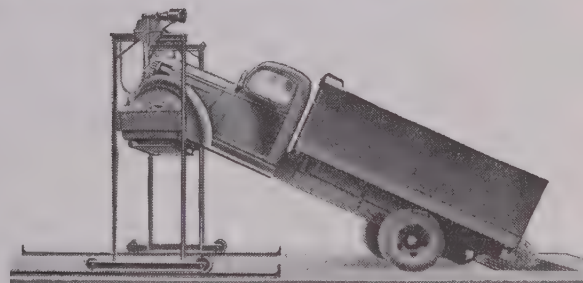
332 So. La Salle St.

Chicago, Ill.

# BIGGEST GRAIN DUMP IMPROVEMENT IN YEARS!

## GLOBE MODEL "J"

*Safer . . . Stronger  
. . . Better*



You can handle any length vehicle with Globe Model J (illustrated above). All weight rests on railroad-type tracks,—no cables to stretch or break. Quickly movable to any location. Amazingly low installation cost. Lower upkeep costs. Faster dumping. Greater safety.

Also—Overhead-type dumps, tractor-trailer dumps, piston-type dumps, and other models to suit every need. See these BETTER Globe Dumps before you buy.

Mail coupon today for new free catalogue and prices.

**GLOBE HOIST COMPANY**  
DES MOINES, IOWA

**MAIL for Free Circular**

Globe Hoist Company,  
203 E. Court Avenue,  
Des Moines, Iowa.

Please send free illustrated catalogue and literature on Globe Model "J" and other grain dumps, without obligation.

Name .....

Address .....



IT'S EASY TO

SEE

"ON" "TRIPPED" "OFF"

**WITH THE WESTINGHOUSE  
MOTOR WATCHMAN  
MANUAL MOTOR STARTER**

FOR MOTORS UP TO 7½ HP  
CLASS 10-100

**Easy To Install**

Compact design but with ample wiring space. Concentric knock-outs on top, bottom and sides make installation easy. Top screw holes in back of cabinet are keyhole-shaped. Bottom holes oblong for quick lining up. Straight-through wiring—line to top—load at bottom.

**Lower Maintenance**

"De-ion" quenchers prolong contact life. Bi-metal provides unvarying accurate overload protection. Trip-free switch—cannot be held closed against overload. Quick-make, quick-break prevents "teasing". All metal parts tinned or cadmium-plated. Silver-to-silver, double-break contacts. Deep-drawn cover and contact inspection window on arc quencher make maintenance easy.

WESTINGHOUSE ELECTRIC & MFG. CO.  
EAST PITTSBURGH, PA.

J-21145

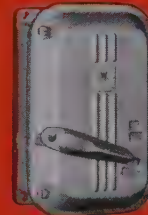
"De-ion" Quenchers  
Prolong contact life.

Bi-Metal Overload  
Protection. Snap-ac-  
tion disc. Unvarying  
calibration.

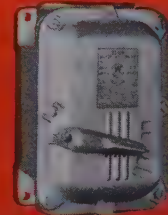
Self-indicating.  
Quick-make, Quick-  
break Toggle action.



Flush mounting



Watertight



Explosion-resisting

**Westinghouse**  
MOTORS AND CONTROL





# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
**GRAIN DEALERS JOURNAL**  
Established 1898

**AMERICAN ELEVATOR & GRAIN TRADE**  
Established 1882

**THE GRAIN WORLD**  
Established 1928

**PRICE CURRENT - GRAIN REPORTER**  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

**THE ADVERTISING** value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

EIGHT tons of corn on a truck broke the sills under a scale of an Illinois elevator last week. Confronted with the choice of refusing business that comes in large trucks, many operators are putting in 30-ton truck scales.

**PASSAGE** of the war aid bill places us on a war footing industrially altho no war has been declared and in view of the rising costs of doing business and the heavier taxation that must be expected grain merchants must have a wider margin on which to do business. This definitely is not a time to get grain by overbidding nor to undersell competitors.

**MANLIFTS** and employes' elevators are not intended to pinch hit for freight elevators; and the workman who attempts to carry a bulky package such as a large pasteboard box, even of light weight, on the lift is likely to be thrown off when his burden catches somewhere, as happened at Salina, Kan., recently, where the victim had his leg fractured.

**THE FEDERAL** Trade Commission has been robbed of its authority to interfere with many intrastate firms by the recent decision of the United States Supreme Court holding it had never been granted power by Congress to rule over commerce, as has the Wage and Hour Division. For relief from this officious buro firms doing an intra state business will be most grateful.

**COUNTRY ELEVATOR** operators who handle farm supplies and extend credit to farmers will be pleased to know that two full days were devoted to a Farm Credit School at Cornell University this week. If farmers would pay cash or 6% interest after thirty days their creditors would be more interested in selling them supplies on a narrow margin. Country elevator men naturally object to spending so much time and labor trying to collect old accounts.

**THE CAREFUL** report of cars leaking made by the state weighmaster at Superior, Wis., should prove enlightening to shippers who have been mystified by shortages, chargeable to their own neglect. Altho the shipper's weight card gives the weighing department something to go on, yet only 1,663 of the thousands of cars received carried this valuable information to the weighmen, as important as a depression in the grain line.

A **REMARKABLE** development of these times is the construction of emergency storage for grain at the Canadian head of the lakes on a very large scale. As soon as frost is out of the ground this spring construction will proceed simultaneously on over 50,000,000 bus. of distress storage, an achievement never attempted anywhere in the world, and possible in Canada thru the co-operation of the elevator companies with the Dominion government.

**IN TWO** recent cases the managers of elevators charged with embezzlement have brought suit for libel against the elevator companies, whose directors relied upon the report of an auditor whose findings were not accepted by the grand jury. In one instance no indictment was even voted. The wise course is to refrain from comment, while supplying the states attorney of the county with the fullest information.

**NO LOVE** for the commission merchant or large trader dealing in cottonseed and soybean meals, cottonseed and soybean oils, lard, and tallow for future delivery is felt by the burocratic U. S. Department of Agriculture. Already overburdened with an endless list of regulations, people of this ilk must submit to another costly regulation that becomes effective Mar. 17. Sec'y of Agriculture Claude R. Wickard has decreed they must make daily reports of their transactions.

**COMPLAINTS** OF the destructive work of grain infesting insects continue to come from widely separated territories, emphasizing the necessity of greater vigilance on the part of grain buyers when examining grain offered for sale. In view of the fact that grain of '37, '38 and '39 crops is still being offered, notwithstanding much of it is infested with insects, should stimulate buyers' interest in a close examination of every load. The very fact that many shipments are still arriving in central markets and branded "Unfit for human consumption" should increase the vigilance of all buyers. Weevil and rodent excrement is not salable as grain in any terminal market, so it is all important that shippers keep a vigilant lookout for grain that is unfit for market.

**EVERY COUNTRY** grain merchant will be called upon to keep a lot of books and pay social security and unemployment taxes and old age pensions unless they watch the legislative records with more vigilance than usual. The Illinois legislature is considering a bill to require every employer of one or more workers to pay all of these annoying contributions into the tax hopper so the burocrats can have more cash to handle and new excuses for dominating the merchants of the state. The Illinois Legislature has already made it more difficult to conduct an elevator business within the state than in other states by extending the scope of the Social Security law to employers of six, while the Federal law limits these taxes to employers of eight or more. If the Illinois bill is enacted into law the barnacles of business in other states will quickly demand similar taxes and the cost of doing a grain business will be increased everywhere. The objectionable features of this business baiting legislation call for a vigorous campaign against it.

CHICAGO, ILLINOIS, MARCH 12, 1941

**THE** Department of Agriculture is becoming top-heavy with a load of employes duplicating their work, in the opinion of farm leaders. County associations in the A.A.A. are taking over 6 per cent off farmers' benefit payments, and last year the administrative costs of farm programs totaled \$99,293,429. The perquisites of these leeches are not contingent on savings effected in handling grain, as in the case of the grain merchant whose profit lies only in cutting the cost of distribution.

**THE DECISION** by the Illinois State Supreme Court reversing the Superior Court and holding that sales of seed are retail and subject to the retailers occupational tax, commonly known as the sales tax, throws doubt on the position of the new Illinois state administration that sales of building material to building contractors are not subject to the sales tax. The buyer of seed puts it into the ground and sells the crop, just as the buyer of lumber puts it into a house and sells the building.



INSECT infestation of grain in store is expected to become alarming with the coming of warm weather, for two reasons, one being the large amount in store, and the second the fact that the grain has not been moved for so many months.

SOME thought grain inspection departments were carrying matters rather far by introducing the protein test for wheat; but now the up-to-date cereal laboratories are offering to make vitamin determinations, urged on by the fad for "enriched" bread.

A VIGILANT seed salesman at Cedar Rapids, Iowa, suspected the actions of a customer who ordered \$129.00 of seed and tendered a check for \$134.00 in payment and this resulted in his quick arrest. His confession admitted previous forgeries and the serving of terms in the penitentiary. The action of the pardon board is supposed to give culprits a chance to reform, but many of them repeat former crimes, so the pardon boards would seem to be without any influence on their conduct.

TRUCKERS continue to swindle elevator operators by rubber checks and sharp tricks. Last week two truckers ordered their trucks loaded with shelled corn, and because the manager at Webb, Iowa, refused to accept a check, one trucker unloaded, the other drove away, but was arrested at Atlantic, charged with stealing 210 bushels of shelled corn. Fortunately, the alert elevator manager took precaution to telephone bank regarding the value of the check tendered. The quick use of the telephone and the radio helped to apprehend the sharp trucker from Missouri who tried to get away with a load of corn. He is now charged with larceny and no doubt will be heavily fined and sent to the penitentiary.

### Trucks Proving Profitable

Altho country grain dealers possessed of a truck wonder what they would do without one, and altho many country grain dealers operate one or more trucks of their own, especially in local hauling, we still hear frequently, "You can't make any money with a truck. Local competition is too great. Every farmer with \$100 in his pocket buys a second hand truck and starts hauling. He soon goes out of business, but there is always another to take his place."

We have no wish to refute the statement. Certainly the local grain dealer ought to know what is going on in his territory. But sometimes single examples tend to color our vision and give us a distorted view of the facts. In this connection we point to Bulletin No. 446 of Purdue University, which reports from a survey of 161 truckers in 1938, that the average operator of a single truck had been in business 8.7 years, and the average operator of two or more trucks had been in the farm commodity trucking business 12.7 years. Such periods of time sound fairly stable.

### Improved Facilities to Protect the Crop of 1941

As the harvest time for small grains of the 1941 crop approaches, everyone interested in the marketing of grain is deeply puzzled to solve the storage problem which confronts the AAA and everyone engaged in handling grain. The enormous stocks of corn, combined with 284,000,000 bushels of wheat and around 12,000,000 bushels of barley, rye, and sorghum and 12,000,000 bus. held by the Crop Insurance Administration, makes everyone wonder how the congestion that is sure to follow the harvest of small grains next summer can be minimized and the new grain safely stored.

Starving Europeans would be delighted to relieve the U.S.A.'s wheat bins of their present load, but the blockaders forbid. The steel bins of the AAA now hold over 108,000,000 bushels of shelled corn, and the CCC has over 107,000,000 bushels of shelled corn stored in terminals, subterminals, and country elevators, but much of the grain in storage and in cribs on the farm is so badly infested with different varieties of bugs, grain infesting insects, that much of the enormous stocks must be moved, cleaned, and treated if the grain is to be saved from the destructive pests.

The 1940 crop of corn still contains so much moisture as to make the grain unusually attractive to weevil, angoumois moth, and bran bug, so country buyers are inspecting every load offered for sale with great vigilance in hope of preventing their bins becoming the permanent home of the destructive insects.

Every day brings evidence of newly infested districts, and grain handlers are inspecting, fumigating, and cleaning all stored grain with greater care than ever. None of the grain was harvested with the intention of feeding the bugs, and every owner, every handler is anxious to minimize the loss.

Our news columns during the year 1940 told of the building of 252 new grain elevators and 221 storage annexes in addition to 259 feed mills. The recent announcement that the CCC will not only use the storage facilities of thousands of grain dealers it used last year, but is disposed to encourage grain dealers to provide additional storage facilities for handling the 1941 crop. The news columns of this number of the JOURNALS tells of the building of 32 new grain elevators and four annexes in the U.S.A., and even more are being erected in Canada, where existing storage facilities are already over-loaded.

The very fact that the government is disposed to use all existing facilities and to encourage the grain dealers to provide temporary storage structures, and thus make it unnecessary for the CCC to buy and erect more of the expensive steel bins, will result in the erection of many new storage bins. The grain in-

festing insects are making it necessary that all grain be stored where it can be handled quickly and efficiently by mechanical facilities if the destructive work is to be checked or the damage reduced.

Elevator builders who have long specialized in the designing and building of improved grain elevators, are all flooded with inquiries and orders for the early construction of rapid handling facilities; so all signs point to unusual building activity during the balance of 1941. Everyone is anxious to protect and save the new crop, and doubtless all will cooperate to protect the grain from the elements and the bugs.

The CCC has announced its intention to continue the old storage agreement with elevator operators, and gives assurance that regular grain dealers having modern facilities will be given first consideration.

### The Grain Dealer's Opportunity

Country grain merchants are devoting more time and consideration to helping their farmer customers to obtain clean, tested seed for planting in the hope that the growers will offer better and more grain for sale after harvest. The common practice of many farmers in continuing to replant the same variety of grain gathered from their own fields year after year has resulted in many varieties running out, so that a crop of good grain cannot be expected. Then, the wet weather prevailing in the corn belt since the last crop was harvested has resulted in much grain being rendered undesirable for planting.

Thorough cleaning and testing for germination, and treating for smut, can always be depended upon to insure a larger crop of better grain. Every grain merchant is fully aware of the advantages of careful selection and preparation of seed, and it should be an easy matter for them to convince their farm patrons of the advantages of planting only heavy, clean seed of pure variety.

The elevator man knows that a small crop of poor grain for the farmer means a poor business for the elevator. The expense or labor of securing prime seed of pure variety is not prohibitive, but all tests have shown such a remarkable improvement in both the quality and quantity of grain harvested no one should think of planting anything but the best obtainable.

The labor of preparing the soil and cultivating the land is about the same, regardless of the kind of seed used. Germination tests are simple and, as a rule, most dependable. No farmer is willing intentionally to minimize the chances of producing a bountiful crop of desirable grain, and it should be an easy matter for grain merchants to convince them of the folly of planting any seed other than the best obtainable.



## Seed Grain Cleaning and Treating Increased in Indiana

A marked increase in the volume of seed wheat, oats and barley cleaned and treated in Indiana before sowing, is reported by C. E. Skiver, specialist in soils and crops in the extension department of Purdue University, whose earnest pioneering work in this field has had a marked influence on all improved and clean seed grain programs.

Mr. Skiver reported that 44 traveling seed grain cleaning and treating machines are traveling from farm to farm in Indiana, 24 in Illinois, 5 in Ohio, and one in Missouri, besides several more in eastern states.

The effect of the Skiver program in Indiana has been to increase the volume of seed wheat cleaned in 1940 over 1939 by 5.1%; of seed wheat treated with chemical dusts for controlling seed borne disease, 20.8%; of oats and barley cleaned and treated, 66.7%; of soybeans cleaned, 55.5%.

Success of the seed wheat cleaning and treating program which has brought such beneficial results in the quality of wheat grown by southern Indiana farmers, where the program started and has been pushed strongly, and the natural rewards to farmers in premium prices for their grain, led to expansion of the program to other small grains and to soybeans, and to its ready acceptance. For this reason the most marked increase in cleaning and treating practices shows in oats, barley and soybeans. Says Mr. Skiver, "The trend in this project seems to be an expansion in the spring grain areas. There seems to be a decided advantage in the treating of spring oats and barley."

Mr. Skiver's program for seed grain cleaning and treating deserves the earnest and cooperative support of every Indiana grain dealer. Grain dealers claim to be interested in bushels and if this interest is true it should be apparent to them that sowing of cleaned and treated seed grain will result in more bushels for each of them to handle. The increase for the grain dealer will often be out of all proportion to the actual increase in yield and quality for the farmer, because it will result in salable surpluses that might not otherwise exist on highly diversified Indiana farms. All of the increase might readily move to the grain elevator, assuming no increase in feeding operations on the farm.

For example: Suppose that a grain dealer is normally buying 10% of the oats raised by one of his customers. If thru cleaning and treating his seed oats, this farmer increases his production by 10%, and takes all of the increase to the elevator, it means a 100% increase in the volume of oats offered to the elevator by that customer.

## Uniform Grain Storage Agreement to Continue

Secretary Claude R. Wickard has announced the Department of Agriculture does not contemplate making any change this year in the rates specified in the Uniform Grain Storage Agreement, under which grain under loan or held by the Commodity Credit Corporation or other agencies is stored. In addition, it was stated that the Uniform Agreement probably will be continued through the marketing season for wheat, beginning in 1942, unless an investigation of the results of its operations should show the desirability of some changes in rates.

The Uniform Grain Storage Agreement was worked out last year with all branches of the warehousing industry, the grain trade, and the Department and provides uniform rates for storage, unloading, loading out, conditioning, and other services. There is a provision in the agreement that it shall be renewed automatically each year unless either party, by advance notice of thirty days, proposes to terminate or cancel the contract.

The storage rates are one-thirtieth of a cent per bushel per day for a maximum storage payment within the year of six cents per bushel for terminal warehouses and seven cents for country elevators with specified charges for loading, loading out, conditioning and insurance. The same rates apply to corn, except that seven cents is the maximum amount which may be paid for the period for both country and terminal storage.

The Secretary stated that in the storage of government-owned and loan wheat, the Department has followed the policy of utilizing the storage facilities offered by the trade in preference to the use of steel bins or other forms of government-owned storage facilities, and no change in this policy is now contemplated; and that the use of such facilities now seems unlikely in the near future, except for experimental purposes or in the event that sufficient suitable storage facilities are not offered by the trade at the rates specified in the Uniform Grain Storage Agreement.

WHEAT PRODUCERS desiring to construct or utilize suitable farm storage for grain which they have pledged as collateral for loans will be assisted in doing so. The policy of keeping payment rates on farm storage of wheat in line with rates for comparable services provided by public warehouses will be continued for the near future and, in order to assist farmers who desire to provide additional farm storage in 1941, consideration is being given to such aids as making the farm storage payment at the beginning rather than at the end of the storage period.

AGENCIES of the Department will continue to co-operate with warehousemen in relieving congestion and making available for 1941 grain the maximum possible amount of storage in or adjacent to the principal areas of production. To this end space that is made available under the Uniform Grain Storage Agreement in Seaboard and Great Lakes ports will be utilized wherever this is possible without incurring or risking substantial losses through freight charges or storage payments. No guarantee of the removal of grain which is owned by, or in the possession of, agencies of the Department can be made, however, and grain will be left where it is now stored in any case where the lack of other space in the normal line of movement makes it impracticable to move such grain.

On February 20, 1941, a conference on the grain storage situation was held in the offices of the Commodity Credit Corporation. This conference was attended by representatives of cash grain commission merchants, grain warehousemen, grain producer co-operative associations, and flour millers, and by representatives of all interested agencies in the Department of Agriculture and the National Defense Advisory Commission.

At this meeting representatives of the Na-

tional Defense Advisory Commission stated that in view of the emergency the Defense Commission and the Secretary of War had recently joined in the issuance of the certificate of necessity for the construction of grain storage facilities. Such a certificate permits the amortization of the capital cost of such facilities over a period of five years. It was further stated that additional applications would be considered on their merits with a view of issuing certificates in those instances in which such facilities are found to be necessary.

Representatives of the grain trade have indicated their desire and ability to provide sufficient storage facilities to take care of the 1941 grain crops in addition to the prospective large carryover of grain crops, provided they could receive assurances of the kind given here from the Department of Agriculture and the National Defense Advisory Commission.

## No Embezzlement of Wheat by Corporation Official

The Model Mill Co., of Salisbury, Mo., received in 1934 3,353 bus. and 25 lbs. of wheat from Luke V. Moulder under an oral contract for storage, at a charge of 1/2c per bushel per month, to be sold to the mill company at a time chosen by Moulder, and paid for in cash, the wheat not to be returned on demand.

The mill company sold the wheat, deposited the proceeds to its credit in the Traders' Bank of Salisbury, which failed. The mill company ceased operations in January, 1936, and went into bankruptcy. Moulder got about \$196 and 150 lbs. of flour for his wheat, and had Thos. H. Edwards, president, of the company, prosecuted for embezzlement. He was convicted and sentenced to 2 years' imprisonment in the penitentiary, the jury recommending a parole or clemency.

A reversal was granted Edwards by the Supreme Court of Missouri on the ground that an information, alleging that accused was president, principal stockholder and active manager of mill corporation, which, acting thru him, received another's wheat under contract making both corporations and accused wheat owners' agents, and charging that accused embezzled wheat "without the assent of his master and principal," such owner, was fatally defective, in absence of allegation that there was agreement or understanding between accused and such owner that accused should represent owner or that accused committed embezzlement in his capacity as officer of corporation.

The court held that a contract, under which warehouseman receives wheat to be mingled in common granary with similar wheat belonging to warehouseman or other depositors and sold from common mass, is one of "sale," not "bailment," where warehouseman is not obligated to return specific wheat deposited or same amount of like quality, but may return another thing of value, such as flour.

Under the Missouri statute, however, section 4079 requires that the agent "embezzle or convert to his own use." The words "to his own use" do not protect the official of the corporation, since every attempt by one person to dispose of the goods of another, without right, as if they were his own is a conversion to his own use, according to 18 Am. Jur., sec. 21, page 581.

Embezzlement is a purely statutory offense and did not exist at common law.—*State v. Edwards*, 137 S. W. (2d) 447.

The loss of wheat (including equivalent in flour) from war sinking last year is believed to have been approximately 20 million bushels. This estimate is based primarily upon the ratio of ship tonnage lost to total world ship tonnage, and this ratio applied to the quantity of wheat leaving export ports; and this estimate supported by opinion of important exporters.—Nat C. Murray.



## Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

### Validity of Note?

**Grain & Feed Journals:** Is a promissory note good in this state when it provides that "The makers and each of them and endorsers and each of them hereby expressly waive their homestead and personal property exemption on all property now owned or to be owned by them in the future, so far as any judgment obtained on this note is concerned"?—Lewisville Roller Mills, Lewisville, N. C.

**Ans.:** The note with the waiver of homestead exemption is not enforceable in North Carolina. The North Carolina Code of 1939, annotated, on page 1281, provides in Section 2986, "But nothing in this section shall validate any provision or stipulation otherwise illegal, nor authorize the enforcement of an authorization to confess judgment of a waiver of homestead and personal property exemptions." The words quoted after "illegal" were inserted by the North Carolina Legislature, and do not appear in the Uniform Negotiable Instruments Law as adopted by many states.

Some states, as North Carolina, believe it to be against public policy to permit a creditor to take a homestead and force the occupant to become a public charge. The note, therefore, is bad in this respect and not enforceable.

### Registration of Trade-Mark?

**Grain & Feed Journals:** We would appreciate it very much to have information as to whether our trade name "RED PARROT, It Speaks for Itself" infringes on anyone's rights.—Rosewood Grain Co., Rosewood, O.

**Ans.:** A rough search by Mida's Research Bureau shows no such feed trade mark for feed, the nearest being Red Parrot for fresh GRAPES granted to the Earl Fruit Co. For a fee of \$3 Mida's Bureau will make a thorough search.

Another firm fully qualified to handle any legal matters also in connection with trade marks is Chas. W. Hills. They write:

"In the event a company is doing an interstate business, then it is possible to file an application for registration of its trade mark in the United States Patent Office. If, however, the trade mark is used only within the confines of a particular State, it is not possible to apply for or register the mark in the United States Patent Office and it is then necessary, if registration is sought, to apply for registration with the secretary of state of that particular state.

"If the mark is being used in interstate commerce, and in order that we may be able to prepare and file the application in the United States Patent Office, it is necessary that we have the following information:

"The correct corporate name, state of incorporation, and street address of the company.

"The name of the person who will sign the application, as well as his official title.

"A detailed list of the products upon which the trade-mark is used.

"The date that the mark was first used in connection with said products.

"We also should have seven (7) specimens of the label used, illustrating the mark.

"The charge for the preparation and filing of an application for registration of a trade-mark in the United States Patent Office is as follows: Attorney's services, \$35; government filing fee, \$15, and one sheet of drawing, \$10—Total, \$60.

"As stated above, in the event the company is doing merely an intrastate business, it is necessary to apply for registration of the trade-mark with the secretary of state. As The Rosewood Grain Co. is located in Ohio, we wish to advise that the laws of the State of Ohio provide that any person or corporation, the owner of cans, boxes, vessels, containers, etc., with his or its trade mark stamped or impressed thereon, may file with the secretary of state and also with the Clerk of Court of Common-pleas of the county in which such person or corporation may have its principal place of business. The application now consists of a written statement or description verified by an affidavit of the person or corporate officer, specifying the articles upon which the trade-mark is used. The law further provides that the statement referred to above shall be published once a week for four successive weeks in a

newspaper printed in the English language and of general circulation in the county in which notice may have been filed with the clerk as aforesaid, and proof of such publication shall also be filed with the Secretary of State and with the Clerk of Court of Commonpleas of the county where such statement was filed.

"The information which we would require for filing such a trade-mark application would be substantially the same as noted above in connection with an application for registration of the trade-mark in the United States Patent Office, and in addition thereto we should be advised concerning the name and address of a newspaper of general circulation in Champaign county, in which we understand Rosewood is located."

The charge for services incident to the filing of such an application in the State of Ohio is \$20. The publication charge is approximately \$10, and together with the recording fees of the Secretary of State and of the Clerk of Court of Commonpleas, would bring the total charge to approximately \$35.

There is no all-inclusive record of trade-marks in use. It is possible to make a search of the trade-mark records in the United States Patent Office to determine whether or not the trade-mark "RED PARROT" has previously been registered for certain specified products. The charge for making such an investigation, and for opinion as to probable registrability, is \$20. This investigation would cover marks registered or passed for publication in the United States Patent Office and, of course, would not include any marks which may be in use in this country but not registered. As a general rule, however, we have found that progressive companies register their marks in the United States Patent Office when they are doing an interstate business, and such a search in the United States Patent Office as above mentioned is of considerable assistance in determining whether or not a mark is open to appropriation and registration in the United States Patent Office."

### California Itinerant Law?

**Grain & Feed Journals:** I understand the state of California has a model law that protects the regular merchant from unfair competition by traveling peddlers. How is it done?—H. R. Cook.

**Ans.:** Act 3895, The Itinerant Merchants Act of 1939 as published on page 1263 to 1267 contains 42 sections. "Itinerant Merchant" is defined as meaning "every person who transports goods in this state for the purpose of selling them in any form in this state, and who transports the goods upon a public highway by the use of a motor vehicle."

"Itinerant Merchant" does not mean "persons transporting property owned by them when such transportation is incident to a business conducted by them and when such property is being transported to or from an established place of business operated by them, their agents or employees, or when such transportation is incidental to the conduct of an established place of business."

The license fee is \$10 per vehicle. The itinerant must give a \$250 surety bond.

**Chicago, Ill.**—Quaker Oats Co.'s net income dropped to \$4,141,511, or \$4.37 a share, in 1940, from \$5,163,023, or \$5.82 a share, in 1939, says the company's president, John Stuart. Higher taxes and lower profit margin contributed to the decline. Federal and foreign income and profits taxes totaled \$1,289,975 compared with \$1,012,930 in the preceding year.

**Washington, D. C.**—Surplus Marketing Administration announced government purchases for export Feb. 12 of 560,000 lbs. rolled oats, from Purity Oats Co., Keokuk, Ia.; 560,000 lbs. wheat meal (farina) from Russell-Miller Milling Co., Minneapolis, and Washburn Crosby Co., Buffalo, N. Y., and 5,200 bbls. graham flour, from the latter. Intended for American Red Cross relief the products were ordered packaged for export.

### Making Survey of Grain Storehouses

A survey of warehouse facilities for grain in the United States, now under way, has the support of the larger grain trade organizations, according to statements from the National Grain Trade Council and the Grain and Feed Dealers National Ass'n.

"Warehousemen have just completed a most interesting and valuable conference with government agencies on the warehousing of the wheat surpluses in 1941," says President Elmer Sexauer of the Grain Dealers National Ass'n. "This Washington conference started understandings under which commercial warehouse facilities are to be used in preference to government steel bins. A survey of warehouse space is most necessary to develop where space may be needed, and in what volume. We warmly recommend that each warehouseman co-operate in every way in the survey."

"The terminal elevators are to be listed by agents of the Marketing Service of U.S.D.A., the country and sub-terminal elevators by county A.A.A. officials," says F. Peavey Heffelfinger, chairman of the Council. The Defense Commission also is much interested in this survey, and our warehouse groups have offered every help in getting the survey completed promptly and correctly. Warehousemen will, we believe, be serving their own best interests by providing the figures for their facilities when called upon by these government agents."

### Quality of Soybeans Arriving

In the Inspectors' Letter it is reported that soybeans contain more moisture.

**Cedar Rapids, Ia.**—A few early receipts of the Iowa crop of soybeans arriving at the inspection markets in very good condition, having good test weights and fairly low moisture contents. The wet fall season was unfavorable for harvesting, however, and by the time the crop had ripened sufficiently for combining, many fields were too wet and soggy to permit the use of combines. Considerable of the crop, therefore, remained in the field until long after the usual time for harvesting soybeans, resulting in a high average moisture content and a low average test weight. Despite the late harvest, damage has been a negligible factor in the grading of the receipts of soybeans, and the foreign material average has been well under the maximum limit of the No. 2 grade.

**St. Joseph, Mo.**—The quality of this year's soybean crop as indicated by the receipts at St. Joseph seems to be pretty good, the December receipts showing approximately 80 per cent grading No. 3 or better. As usual foreign material and splits are the principal grading factors, the beans being remarkably free from damaged kernels. During the latter part of the month of December some of the receipts showed higher moisture content than was shown by earlier receipts, several cars grading No. 4, and a couple of cars having sufficient moisture to be graded Sample. The high moisture content will probably force the elevator operators to handle the beans with care or they will soon go out of condition.

**Chicago, Ill.**—The quality of the 1940 crop of soybeans prior to the heavy rains and snow late in November was average. Approximately 95 per cent of the crop was, up to that time, graded No. 3 or better. Fifty per cent of the crop graded No. 2 on the factors splits and foreign material. Approximately 5.0 per cent of the receipts up to this time graded No. 4 and Sample on account of foreign material. Damage was not a factor, averaging less than 1.0 per cent. The quality of the soybeans harvested since late November is much lower than those harvested prior to that time, moisture being the important grading factor, ranging from 16.0 per cent to 30.0 per cent. The damaged content also has increased considerably.



# Government Will Encourage Erection of Needed Grain Storage by Private Enterprise

Washington, D. C.—Warehousemen will have an opportunity this year to provide facilities needed for the storage of government wheat surpluses. A statement from the Department of Agriculture on March 4 announced that the government agencies would use commercial warehouse facilities in preference to government-owned steel bins, wherever the trade makes such storage space available for wheat. At the same time, the Department gave definite assurance that no contract rate reductions would be sought before June, 1942, and the inference that no downward revision of rates will be sought even then for the year 1942-43.

The Defense Commission, which has been interested in the statement, will make "certificates of necessity" available for construction of supplementary warehouse space.

THE DEPARTMENT'S statement is in fact a favorable reply to proposals advanced here on Feb. 20 by warehouse groups, under the leadership of the National Grain Trade Council and the Grain and Feed Dealers National Ass'n. Men representing country and terminal warehouses, both privately-owned and co-operative, agreed upon proposals whereunder it was believed that the trade would provide sufficient storage facilities to accommodate the surplus of wheat that will come into government hands this year.

The government's statement is in rather wide extent an agreement with the warehousemen's proposals. Here are some pertinent points in the Department's statement, summarized in relation to the warehousemen's proposals:

While pointing out that there is enough grain warehouse space in the United States for normal conditions, and enough in some areas to handle even any surpluses in prospect this year, the warehousemen expressed the view that the trade would expand its facilities enough to care for surpluses coming into government hands, if the government would make certain commitments.

1. That the government announce its intention to use any commercial warehouse space thus made available, before it resorted to use of steel bins for wheat. The government's reply agrees to this point; commercial space will be given preference.

2. THE WAREHOUSEMEN asked that the Department maintain as minimum rates during the emergency the rates now in the contract, with an understanding that requests of the trade for improved contract conditions would be considered at any time. In its statement the government assured the trade no rate changes would be asked in the contract covering the period June 1, 1941, to May 31, 1942, and clearly inferred that it has no idea of asking rate reductions in 1942. Individuals in the Department of Agriculture, commenting on this point during the conferences here, freely admitted that conditions in the future could easily mean that rates should be advanced rather than lowered. It was felt that this is as near a guarantee of maintenance of minimum rates as the Department could commit itself upon. At the trade's request, they will consider contract improvement at any time.

3. THE WAREHOUSEMEN asked that certificates of necessity be made available to warehousemen desiring to construct additional facilities to meet the emergency of government wheat surpluses. The Defense Commission has agreed that these certificates will be made available in the volume needed, in the areas where they are needed. The certificate of necessity, granted by the War Department and the Advisory Committee of the Defense Commission, allows the charging-off of the cost of

a facility, for federal income and excess profits tax purposes, in a period of five years. That is, each year for five years the taxpayer could deduct 20 per cent of the cost of the facilities when figuring his income and excess profits taxes on the facility covered by the certificate. Should the President declare the emergency ended in less than five years, the charge-off could be made at a more rapid rate. Copies of the certificate of necessity are in the hands of all exchange secretaries, and secretaries of warehouse associations. Each warehouseman must make his individual application for a certificate if he desires one.

4. Because present grain warehouse facilities are sufficient for any normal conditions, the warehousemen asked the government agencies to move some of their stocks to Great Lakes, seaboard and other areas where space is available, when necessary to relieve pressure on warehouses in the surplus areas. This the government will agree to work out in the most practical manner.

5. THE WAREHOUSEMEN asked the government agencies to consolidate their stocks in individual warehouses, that fewer bins be left only partially filled. This is agreed to by the government, details to be worked out between individual warehousemen and the government field officials.

WAREHOUSE ORGANIZATIONS have cooperated closely with the government agencies in plans for a warehouse survey, now under way. As a result of this survey, both the government and the trade will have an idea of the grain warehouse space available in the various areas. Comparison of this available warehouse capacity, with the figures on wheat to be delivered to the government in 1941, will give a clear indication of the areas where additional warehouse facilities would seem to be needed. These figures will be made up near the end of March and the trade organizations will make them public as fast as they are available.

Warehousemen expressed the belief that there is plenty of space now available for 1939 loan wheat which farmers will turn over to the government before April 30. But when the new crop begins to move, and when government agencies during the summer begin to take over loan wheat from the 1940 crop, it will develop where additional facilities are to be needed. The size of the new crop will also be important in estimating the possible need for additional warehouse space this summer and fall.

Warehousemen feel, as the result of these conferences and the government's statement, that they have obtained the clear "opportunity" for warehousemen to provide facilities in the wheat areas so that government-owned steel bins for wheat will not be utilized in preference; that they have obtained some definite commitments from the government agencies that rate cutting *will not* remain as a threat against warehousemen who expand their storage facilities; that the certificates of necessity will give some tax relief to men providing these additional facilities; that government agencies will work in friendly fashion with the trade in utilizing present commercial facilities to the fullest. Many warehousemen who attended the conference here commented upon the apparent friendliness of the government officials, and of their apparent desire to work out with the trade some practical solution of the problem of handling the wheat surpluses in the next few years.

As part of the government's program this year, farm storage of wheat under loan will be permitted again, and it is possible that the government may allow payment of the farmer's storage allowance in advance. But there will

be nothing like a "campaign" to encourage addition of farm storage facilities beyond the farmers' own ideas of sufficient farm storage.

It seems certain that the government's statement, in relation to the proposals made by warehousemen, will result in considerable additional storage capacity in the surplus areas. Some facilities were being constructed before the agreement was discussed, and before the conferences here were ended applications had reached the Defense Commission for certificates of necessity for grain warehouses. One already has been granted.

It is not known whether additional facilities will be in the nature of permanent or temporary facilities, since this will depend upon the individual warehouseman's judgment.

In no part of the government's statement is it said or inferred that it will guarantee to fill and use any commercial space offered. Rather, it will use commercial space in preference to its own steel bins for wheat, where such space is available and where need exists for storage facilities for surplus grain. It was understood at the conference that the government's statement would apply to either country, sub-terminal, or terminal warehouse space.

## Influence Exerting Downward Pressure

Influences which will exert downward pressure on prices during the next few months are: The large amount of loan wheat to be liquidated; prospects of burdensome supplies during the 1941-1942 crop season; the possibility of congestion of transportation and storage facilities at harvest time; the burdensome supply situation in Canada; and the probability that spring military activities in Europe will have a depressing effect upon speculative markets.

The necessity of voting on marketing quotas and uncertainty concerning the outcome of the vote will be an additional unsettling influence during the spring months.—Kansas State College of Agriculture.

The wheat plant needs relatively little moisture to reach a height of 4 to 6 inches. But then it grows thirstily. Its demands and consumption are incredible.

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Apr. 24, 25, 26. California Hay, Grain & Feed Dealers Ass'n, San Francisco, Cal.

May 9, 10. Texas Grain & Feed Dealers Ass'n, Ft. Worth, Tex.

May 12, 13. Panhandle Grain & Feed Dealers Ass'n, Amarillo, Tex.

May 12, 13. Illinois Grain Dealers Ass'n, Assembly Room of the Board of Trade, Chicago, Ill.

May 14, 15. Oklahoma Grain & Feed Dealers Ass'n, Enid, Okla.

May 16, 17. Kansas Grain, Feed & Seed Dealers Ass'n, Wichita, Kan.

May 21, 22. Missouri Grain, Feed & Millers Ass'n, Hotel Connor, Joplin, Mo.

May 23. Oregon Feed Dealers Ass'n, Multnomah Hotel, Portland, Ore.

June 2, 3. The Ohio Grain, Mill & Feed Dealers Ass'n, at the Deshler-Wallick Hotel, Columbus, O.

June 9, 10, 11. Society of Grain Elevator Superintendents, Minneapolis, Minn.

June 12, 13, 14. American Feed Mfrs. Ass'n, Homestead Hotel, Hot Springs, Va.

June 16, 17. Indiana Grain Dealers Ass'n, French Lick Springs Hotel, French Lick, Ind.

June 16, 17, 18. American Seed Trade Ass'n, Jefferson Hotel, St. Louis, Mo.



# Commission Man Indispensable

By E. S. FERGUSON, Pres. of the Chamber of Commerce of Minneapolis, before Grain Dealers Ass'n of North Dakota

The commission man is the representative in the terminal market of the non-resident grain dealer and he is the only representative that the non-resident grain dealer has in that market. Without the commission man, grain dealers who are not resident in the terminal market would have no means of selling their grain or buying the grain that they want to buy, or taking care of their problems in a terminal market. Likewise, this being a most important part of the terminal market, the other interests in that market would find, without a competent representation for non-resident grain dealers, it would be impossible to maintain a market place.

**EXCHANGE A NATURAL DEVELOPMENT.**—From the beginning of trade, buyers and sellers have met at convenient places between the place where the goods were produced and prepared and the place where they were ultimately to find outlets for consumption and in those places set up facilities for trading. The organized grain exchanges are the result of the development of this primary method of marketing.

**FINANCED COUNTRY ELEVATORS.**—The Commission man in many cases has contributed not only such capital as is required to move the crop, to buy it for cash from the farmer and put it into the elevator and to finance it until sold in the terminal markets, but has also found it necessary in many instances and has found it wise and profitable, sometimes unfortunately unprofitable, to contribute his own capital and to pledge his credit for hired capital for the purpose not only of financing operations, but also of financing the acquisition and up-keep of facilities for country grain dealers.

The commission man has been, in this respect, on the firing line and has spent much of his own time in coping with these problems, getting the answers and bringing the answers back to you, keeping you informed or assisting you in working out the programs as they affect you. An ever-increasing share of his time and attention and of his costs have been devoted to the additional burdens laid upon you and upon him thru the multifarious regulations of numberless governmental bureaus, state and national.

**WAGES AND HOURS LAW.**—Along with this great addition to our work and to our problems comes the enforced inefficiency of our own personnel. We have been in the habit of taking off our coats when the crops began to move in the fall and working every day until as late at night as was required to finish the day's work, and then our employes have had the benefit of a slack season and have been permitted to come and go as they chose and to have free time off.

We can no longer do that. We are in interstate commerce and our employes, whether they like it or not, and whether their work is done or not, are limited to forty hours' work in a week without overtime pay. You may question me on that. To be sure, we can let them work sixty hours and pay them thirty hours more pay for the additional twenty hours that they put in, but this doesn't answer the question. Under those circumstances we nearly double the payroll, only increasing our hours 50 per cent, and we have no way of compensating for such overpayment during our slack season, for our employes have to live the year around and we have to pay them for living wages the year around.

As long as the commission man gets all, or practically all, of that volume of business, the comparatively small fee which he collects for his work is sufficient. When he ceases to get that volume, naturally he ceases to collect enough in fees to meet his payroll.

**NOW WHAT HAPPENS?** The commission man can go along for a short time on his fat, of which he has very little, but it will not take long to use up his small liquid capital. Last year, fortunately, the commission man in the Northwest got his normal volume of business, but during the past few years forces have arisen which threaten to divert from him a major portion of the volume of business to which he is geared. Unless that major portion is restored, obviously he is not going to be able to continue to function for you. He can't raise his fee when his volume goes down and without a fee on a normal volume of business, he cannot continue in business.

Before the Wells Committee in Chicago in October, commission men from all markets testified that they were losing money and could not continue to function under the present conditions and that many of them, if not all of them, would be forced out of business unless they could get their share of the tremendous volume of grain which is coming under governmental ownership and into government possession.

Fighting not only for ourselves, but also fighting for you, we have appeared before governmental officials, and bureau officials, numberless times, at Chicago, Washington and other places. We have carried our story and your story and the customer's story thru the entire personnel of the governmental departments which have to do with your problems and which do business with you and thru you with us. We have gone as far as to the Secretary of Agriculture, who listened attentively to our story.

Notwithstanding some eighteen months or two years of supplicating and presenting an intelligent case and an honest case, we nevertheless are still waiting for the answer—I might say the verdict. We are waiting for the ver-

dict as a life and death verdict. I am satisfied that the men in charge of these governmental programs know that if we do not get the "handle" on the government grain, a large majority of us are going out of business.

They know that if we go out of business a large number of your elevators are going out of business. They know that, if a large majority of us are eliminated, the organized grain exchanges will be closed. There is no other answer, gentlemen. This is not hysteria.

**BENEFITS OF ORGANIZED MARKETS.**—Under the present system the miller can pick over the samples from hundreds of shippers every day and if he doesn't get what he needs there, he can go outside and pick thru the samples of hundreds of shippers in other parts of the country. The man who is milling Southwestern wheat in Buffalo and finds he needs certain qualities of spring wheat to build up the quality of his product comes to the Minneapolis and Duluth grain exchanges to get his supply.

Where will he go when your commission man is not at the sample table in Minneapolis and Duluth with a sample of your grain? There is only one answer. He will step up to a representative of a powerful government and will take what they have to give him, in quantities they choose to give, and he will take what he gets and like it.

There will be, of course, a powerful aggregation of elevator operators who will take over elevators that will have to be abandoned when your commission man goes out of business and when you no longer have a representative in the terminal market.

Anybody can buy. You can always go out and buy if you have enough money or want to pay the price, but you can't always sell and when your efficient and virile sales agency is gone, you are thru.

**IN YOUR ELEVATOR** up to date you have not begun to suffer from the pinch between the jaws of these powerful forces because you have been granted a pittance in the way of storage. In place of the profit which you would earn in merchandising your farmer's grain, you are permitted to earn a storage fee. It remains to be seen how much of that fee you are going to collect.

**HEAVY LOSS EXPECTED ON STORED GRAIN.**—Now we have the spectacle of another branch of the government, with which we have had very little dealing before, come daily into the inspection departments and brand as "unfit for human consumption" grain which your warehousemen tried to keep in storage and which, when using your own good normal judgment, you never would have attempted to store. Nobody knows what the result of this development will be, but the indications point to a loss of from fifteen to twenty-five cents a bushel on wheat that is so branded. Being unfit for human consumption, there is a very narrow market for it. If there is any volume of it, it may create a glut because the consumers of feed products are not accustomed to the utilization of musty damaged wheat and do not know how to handle it.

It is necessary to the continuation of the commission man's existence that he be permitted to handle this wheat when it moves to the terminal markets. No intention is as yet apparent on the Government's part to move this wheat thru the regular channels of trade when it does move. The corn taken over has moved around the commission man, and up to this moment, Government procedure and official silence would indicate a continuation of that program.

The Congress of the United States is now grappling with a program of paramount interest to the nation and to the world and the problems of agriculture have not yet been seriously attacked by the legislators; but your problem, and the farm problem, and related problems, are going to come up for attention in the near future.

If our marketing system and our service to you are to be preserved, present laws must be



E. S. Ferguson, president, Minneapolis Chamber of Commerce.



amended or new laws enacted, designed to turn the movement of grain back into normal channels. Now, we can sit by and wait for slow death or let go of the tiger's tail and get out of the business as best we can—or we can do something about it.

**CAMPAIGN OF EDUCATION.**—You have to take off your coats now and go to work behind the line in a campaign of personal education. You can write to your legislators, state and national, tell them your problems, the threat against your existence. Educate your farmers, tell them what this sales agency means to them. Tell them what it means to have the financial support of the organized grain dealers and commission men. Tell your commercial clubs and have them get the ball rolling. Tell your parent-teachers' association and educate the educators of your children along this line. Many of them are educated economists and many of them are impractical theorists.

## Corn Receipts in Lower Grades Increased

The percentage of inspected receipts of corn that fell into the lower grades increased further during the first half of February, according to reports received by the Agricultural Marketing Service. Only 32 per cent of inspections at representative markets from Feb. 1 through Feb. 15, graded No. 3 or better while 46 per cent graded No. 4, 17 per cent No. 5 and 5 per cent Sample grade. During the period Jan. 16 through Jan. 31, 32 per cent graded No. 3 or better, but only 16 per cent graded No. 5, and 4 per cent Sample grade.

During the first half of Feb., 1940, 98 per cent of the receipts inspected at those markets graded No. 3 or better.

For the season from Dec. 1, 1940, to Feb. 15, 1941, only 48 per cent of inspected receipts of corn graded No. 3 or better compared with 98 per cent in these grades for the corresponding period in the 1939-40 season. Practically the same per cent of the receipts were classed as Yellow, White and Mixed corn this season to Feb. 15, as were placed in these classes during the corresponding period of 1939-40.

**Peoria, Ill.**—One of the studies to be undertaken by the recently completed Northern Regional Research Laboratory established by the U. S. D. A. is the feasibility of generating producer gas from corn cobs.

## Open Interest in Future Deliveries

As reported by the C.E.A. for wheat, corn, oats and rye, and by the Board of Trade Clearing House for soybeans the open interest in all futures on the Chicago Board of Trade recently has been as follows, in 1,000 bus.:

|         | Wheat   | Corn   | Oats   | Rye    | Soybeans |
|---------|---------|--------|--------|--------|----------|
| Oct. 5  | 57,283  | 19,641 | 10,119 | 14,273 | 3,531    |
| Oct. 11 | 56,279  | 19,516 | 10,192 | 14,558 | 4,321    |
| Oct. 19 | 55,539  | 20,287 | 10,392 | 14,562 | 5,273    |
| Oct. 26 | 55,850  | 20,811 | 10,382 | 15,014 | 5,976    |
| Nov. 2  | 54,629  | 22,070 | 10,466 | 15,107 | 6,477    |
| Nov. 9  | 55,877  | 22,771 | 10,380 | 14,860 | 7,180    |
| Nov. 16 | 54,534  | 24,088 | 10,560 | 14,794 | 7,150    |
| Nov. 23 | 56,038  | 25,156 | 10,658 | 14,951 | 7,356    |
| Nov. 30 | 55,726  | 24,765 | 10,380 | 14,144 | 6,975    |
| Dec. 7  | 55,891  | 24,864 | 9,978  | 12,674 | 6,851    |
| Dec. 14 | 55,477  | 24,910 | 9,982  | 12,105 | *7,042   |
| Dec. 21 | 50,179  | 22,509 | 9,853  | 12,550 | 6,859    |
| Dec. 28 | 50,621  | 22,695 | 9,649  | 12,297 | 6,971    |
| Jan. 4  | 49,476  | 22,493 | 9,200  | 12,743 | 6,842    |
| Jan. 11 | 48,528  | 22,639 | 9,075  | 12,761 | 7,374    |
| Jan. 18 | 47,827  | 23,795 | 9,210  | 12,779 | 7,995    |
| Jan. 25 | 48,445  | 23,364 | 9,187  | 13,534 | 8,757    |
| Feb. 1  | 48,756  | 23,387 | 8,954  | 13,535 | 8,807    |
| Feb. 8  | 49,308  | 23,384 | 8,705  | 13,451 | 9,269    |
| Feb. 15 | 48,712  | 23,170 | 8,490  | 13,436 | 9,370    |
| Feb. 21 | 47,286  | 23,623 | 8,350  | 13,516 | 9,561    |
| Mar. 1  | 45,489  | 24,310 | 8,452  | 13,456 | 9,557    |
| Mar. 8  | †43,552 | 23,906 | 8,491  | 13,411 | 9,593    |

\*Reported under Commodity Exchange Act, beginning Dec. 9.

†All time low.

## Shrinkage of Flax Acreage in Prospect

Minneapolis, Minn., Mar. 8.—In considering domestic flax prospects for 1941 three conditions should receive special attention: (1) moisture, (2) price, and (3) the AAA regulations. The first two factors at present appear quite favorable. There has been more than the usual amount of precipitation over the Northwest this winter. As to price it is significant that the latest government figures show the average return received by farmers increased by 11c a bushel in the case of flax (to \$1.52) from Dec. 15, 1940, to Feb. 15, 1941. During the same period wheat prices declined 3.7c to 67.8c. Whenever flax is worth over twice the value of wheat, it is a relatively better crop prospect.

The third item, AAA regulations, however, is definitely unfavorable to an acreage increase this season. To review the situation briefly: Up to 1939 flax under the AAA was considered to be a

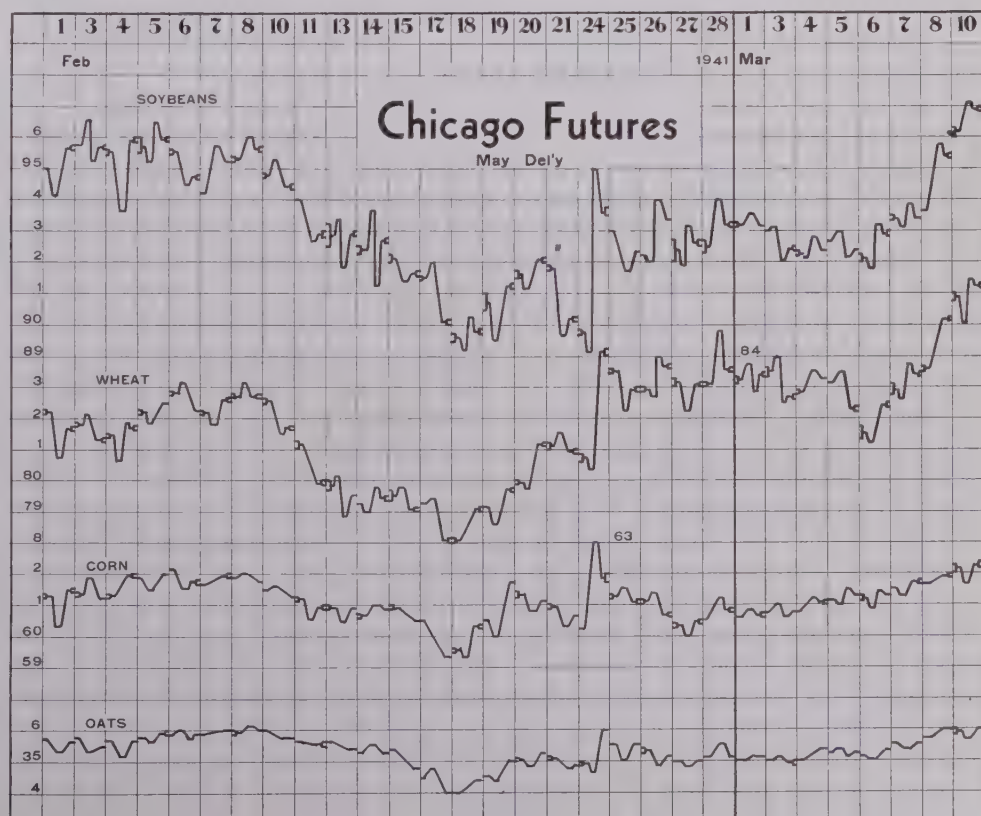
soil depleting crop with no exceptions. The sown acreage in 1938 was only 1,096,000 for the entire country. In 1939 the Agricultural Conservation Program recognized the fact that flax was a valuable nurse crop and therefore classified it as non-depleting when used for this purpose. The acreage of flax consequently advanced in that year to 2,324,000. Improvements in the nurse crop provision in 1940 resulted in a still further increase in the sown acreage that year to 3,458,000.

Preliminary reports from the Department of Agriculture now state that the AAA has made two important changes in the nurse crop provision for 1941. Growers who now wish to comply with the program must not use biennial legumes (notably sweet clover) under the nurse crop provisions and, furthermore, must leave the perennial grasses or legumes grown as a nurse crop with flax on the land through the following program year. It is felt generally that these two important changes will limit the flax acreage very appreciably this season.—Archer-Daniels-Midland Co.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

|                 |       | Wheat    |      |     |         |         |         |        |        |        |        |        |        |        |         |
|-----------------|-------|----------|------|-----|---------|---------|---------|--------|--------|--------|--------|--------|--------|--------|---------|
|                 |       | Option   | High | Low | Feb. 26 | Feb. 27 | Feb. 28 | Mar. 1 | Mar. 3 | Mar. 4 | Mar. 5 | Mar. 6 | Mar. 7 | Mar. 8 | Mar. 10 |
| Chicago         | ..... | 89½      | 70   | 83½ | 83      | 83½     | 83½     | 82½    | 83½    | 82½    | 82½    | 82½    | 83½    | 85½    | 86½     |
| Winnipeg        | ..... | 79½      | 75½  | 77½ | 77½     | 77½     | 77½     | 77½    | 77½    | 77½    | 77½    | 77½    | 77½    | 79     | 79½     |
| Kansas City     | ..... | 83½      | 68½  | 83½ | 83      | 83      | 83      | 82½    | 82½    | 82½    | 82½    | 82½    | 85     | 85½    | 86½     |
| Minneapolis     | ..... | 84       | 63½  | 76  | 75½     | 76½     | 76½     | 75½    | 75½    | 75     | 75     | 75     | 76½    | 77½    | 79½     |
| Duluth, durum   | ...   | 83       | 71½  | 80  | 79½     | 79½     | 79½     | 79½    | 79½    | 79½    | 79½    | 79½    | 83     | 81½    | 82½     |
| Milwaukee       | ..... | 89½      | 70   | 83½ | 83      | 83½     | 83½     | 82½    | 83½    | 82½    | 82½    | 82½    | 83½    | 85½    | 86½     |
|                 |       | Corn     |      |     |         |         |         |        |        |        |        |        |        |        |         |
| Chicago         | ..... | 66       | 54½  | 60½ | 60½     | 60½     | 60½     | 60½    | 61     | 61½    | 61½    | 61½    | 61½    | 62½    | 62½     |
| Kansas City     | ..... | 61½      | 56   | 58½ | 57½     | 58      | 57½     | 57½    | 58½    | 58½    | 58½    | 59     | 59½    | 59½    | 59½     |
| Milwaukee       | ..... | 65½      | 55   | 60½ | 60½     | 60½     | 60½     | 60½    | 61     | 61½    | 61½    | 61½    | 62     | 62½    | 62½     |
|                 |       | Oats     |      |     |         |         |         |        |        |        |        |        |        |        |         |
| Chicago         | ..... | 38       | 28½  | 35½ | 35      | 35½     | 35½     | 34½    | 35½    | 35½    | 35½    | 35½    | 35½    | 36     | 36½     |
| Winnipeg        | ..... | 35½      | 26½  | 35½ | 34½     | 35½     | 35½     | 34½    | 35½    | 35½    | 35½    | 35½    | 35½    | 35½    | 35½     |
| Minneapolis     | ..... | 34½      | 26   | 31½ | 31½     | 31½     | 31½     | 31½    | 31½    | 31½    | 31½    | 31½    | 31½    | 32½    | 32½     |
| Milwaukee       | ..... | 38       | 28½  | 35½ | 35      | 35½     | 35½     | 34½    | 35½    | 35½    | 35½    | 35½    | 35½    | 35½    | 35½     |
|                 |       | Rye      |      |     |         |         |         |        |        |        |        |        |        |        |         |
| Chicago         | ..... | 52½      | 40½  | 42½ | 42½     | 42½     | 43½     | 42½    | 43½    | 43½    | 43½    | 43½    | 44½    | 45     | 44½     |
| Minneapolis     | ..... | 48½      | 39½  | 41½ | 41½     | 41½     | 42½     | 42½    | 42½    | 43     | 43½    | 43½    | 43½    | 44½    | 45½     |
| Winnipeg        | ..... | 52½      | 43½  | 50½ | 49½     | 50½     | 50      | 49½    | 50     | 49½    | 50½    | 50½    | 51½    | 51½    | 52½     |
| Duluth          | ..... | 48       | 39½  | 41½ | 41½     | 41½     | 42½     | 42½    | 42½    | 43     | 43½    | 43½    | 47½    | 47½    | 47½     |
|                 |       | Barley   |      |     |         |         |         |        |        |        |        |        |        |        |         |
| Minneapolis     | ..... | 43½      | 38   | 42½ | 42½     | 42½     | 42½     | 42½    | 42½    | 42½    | 42½    | 42½    | 42½    | 42½    | 42½     |
| Winnipeg        | ..... | 50½      | 33½  | 49½ | 48½     | 48½     | 48½     | 47½    | 48½    | 48½    | 49½    | 49½    | 49½    | 49½    | 49½     |
|                 |       | Soybeans |      |     |         |         |         |        |        |        |        |        |        |        |         |
| Chicago         | ..... | 105      | 69   | 93½ | 92½     | 93½     | 93½     | 92½    | 92½    | 92½    | 92½    | 92½    | 93½    | 95½    | 96½     |
| Canada Exchange | ....  | ....     | .... | 85½ | 85½     | 85½     | 85½     | 85½    | 85½    | 84½    | 84½    | 84½    | 85     | 85     | ....    |





## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Lindsborg, Kan., Feb. 24.—No beans here. Wheat about the same as last year.—Smoky Valley Flour Mills.

Norborne, Mo.—Growing wheat in very poor condition. Many fields show no vegetation at all.—B. B. Knipschild & Bros.

Decatur, Ill., Mar. 1.—Wheat condition from all appearances remains good. So far most of the reports on the new crop have been very favorable.—Baldwin Elevator Co.

Lucas, Kan., Mar. 1.—Acreage of wheat in this territory is 34,000 compared with 35,000 a year ago. About 5,000 acres will be abandoned. About 30,000 acres will be devoted to corn and cane, compared with 16,000 a year ago.—Hoopes Grain Co.

Evansville, Ind.—The zero hour setting date of wild garlic plants has been retarded by recent cold weather as is evidenced by the absence of early bud formation at the base of the stems, according to C. E. Skiver, wheat specialist from Purdue University.—W. B. C.

Trinidad, Colo.—Conditions in southeastern Colorado are favorable for a wheat crop. There is ample moisture at present, and so far no reports of winter kill or other acreage abandonment, reports the Santa Fe railroad. In some instances the soil is wet to a depth of three feet. In Baca County, an area where wind damage is common, the outlook is reported as the best in several years.

Ardmore, Okla., Feb. 27.—Wheat acreage in southern Oklahoma is about the same as the last few years. Good stand but had too much rain for the past three months. Very little sunshine and field standing and soaked with water. Unable to tell about abandonment yet, but do not think it will be excessive and if weather clears up, believe wheat will be all right.—Ardmore Milling Co.

Chicago, Ill., Mar. 5.—Individual estimates of crop statisticians of local grain firms on prospective production of winter wheat in the United States this year are as follows, in millions of bushels: Donovan, 605; Murray, 617; Cromwell, 610; Mrs. Miller, 625; condition Mar. 1, Murray, 83.1; Cromwell, 83.5; acres for harvest, Cromwell, 41,321,000; Mrs. Miller, 40,256,000; abandonment, Cromwell, 10.7 per cent; Mrs. Miller, 13 per cent.

Winchester, Ind., Mar. 1.—Driving thru this section during the past week can't help but notice the number of cribs of corn out in the fields and around the barn lots. Our winter wheat is very brown, but we have surplus moisture and a few warm days will probably restore the green color to the leaves. We haven't heard of very much damage up to this time.—Goodrich Bros. Co., C. C. Barnes, Exec. V.-Pres.

Chicago, Ill., Mar. 5.—The winter was milder than normal, and moisture situation has been improved, factors considered favorable for wheat prospects. In most states prospects are slightly higher than on Dec. 1; but a sharp decline in Nebraska, and lesser declines in parts of Kansas, Missouri, Montana, California and the South Atlantic coast areas, offset the increases. The declines are attributed mostly to a sudden severe freeze early in November (referred to in our Dec. 1 review), the damage from which was not fully apparent until later.—Nat C. Murray, statistician, Jackson & Curtis.

Dallas, Tex.—On account of scant surface moisture and lack of top growth, high winds have damaged many wheat fields in northwest Texas as much as 50% and destroyed others entirely. It is estimated that 50% of the wheat acreage—that which was sown early—is in fair to good condition, while the remainder is more or less questionable. Late sown wheat and that planted in dry soil, where the seed did not germinate until late, is without top growth, thus affording no protective covering and these are the fields that are blowing. There is considerable subsoil moisture but since the top of the ground is dry, the need is for a good gen-

eral rain. Farmers of the northwest section are preparing to sow more than the usual acreage to barley and oats, and no doubt there will be an increase in grain sorghums and sudan grass.—Atchison, Topeka & Santa Fe R. R. Co.

## Little Kansas Storage Space Available for New Wheat

In an analysis of replies from 218 reporting grain dealers in Kansas, Sec'y J. F. Moyer of the Kansas Grain, Feed & Seed Ass'n, discloses that 48 per cent of the storage space is filled with C.C.C. loan wheat, 18 per cent is filled with other grain in storage, and 34 per cent is vacant. The 218 reporting elevators represent 16,708,000 bus. of space, or approximately 16 per cent of the state's total storage capacity.

"Other storage," explains the report, "includes a large amount of Commodity Credit Corp. corn in the eastern part of the state." This places well over 50 per cent of the storage space in the state as filled with government loan grain. Since allowance must be made from the 34 per cent of vacant space for turning and handling room and for the blending and tempering done by mills, little space is left available for storing 1941 wheat.

Greatest concentration of loan wheat in store is in the southwestern part of the state, where 70 per cent of the reported total capacity was occupied by C.C.C. wheat, 14 per cent by other stored grains, and only 16 per cent empty. Least congested were elevators in the northwestern quarter, where 40 per cent of space was filled with loan wheat, 3 per cent with other storage, and 57 per cent empty.

## Black Stem Rust Situation

By DONALD G. FLETCHER, executive sec'y Rust Prevention Ass'n

Granted the presence of rust in quantity and also into northern regions, from our observations last fall we are convinced that primary infection in the winter wheat area of Nebraska and Kansas did not survive the Nov. 11 storm and new infections must be re-established this spring north of central Oklahoma. At the beginning of spring we hardly expect to see rust infection present north of Denton, Tex.

It is our opinion that the Texas infections as related to the winter wheat rust problem are not so important in furnishing inoculum as rust infections in the wheat areas of north Mexico. Even with some pustules to be found in Texas, it has been our observation that a rust problem does not develop unless there is also a heavy infection in Mexico. We have seen rust in Texas and little or none in Mexico and no problem developed; whereas, on the other hand, heavy Mexican infections have produced rust epidemics with no infection noticeable in Texas until late spring. We do not have any report of the Mexican situation as yet. The Texas and Southwest reports would indicate a heavy infection.

We believe the rust reports are premature, although they should be kept in mind. We seem to have a rather heavy crop coming out of the winter in good condition, and with a wet, moist spring, of course, a rust situation could develop.

Rust has never had the effect on winter wheat nor caused the serious losses as with spring wheat. True, individual fields have been badly hurt but as a whole rust damage in winter wheat amounts to little, as the crop finishes up too fast to allow rust to catch it. At best, in only two years can it be said that rust had serious effects on the total bushelage raised, the most severe being 1935 with about 8 per cent of the total crop estimated lost to rust. So it cannot be regarded too seriously. With the present rust resistant variety acreage in the Northwest spring wheat area, rust is only a local problem. But it is not well to totally forget or ignore rust presence in the Southwest, as it can decidedly lower quality.

## February Trading in Grain Futures

Trading in grain futures on the Chicago Board of Trade totaled 318,093,000 bus. in February, an increase of 13.2 per cent over January but a decrease of 48.8 per cent compared with February, 1940. The figure for February, 1940, does not include soybeans.

Of the total trading in February, 1941, wheat accounted for 220,184,000 bus., representing an increase of 22.6 per cent compared with January; corn, 42,465,000 bus., a decrease of 0.4 per cent; oats, 7,216,000, a decrease of 26.6 per cent; rye, 6,259,000, a decrease of 21.9 per cent; and soybeans, 41,969,000, an increase of 2.7 per cent.

Open contracts in wheat futures decreased 3,378,000 bus. during February. In corn, open contracts increased 979,000 bus. In oats, open contracts decreased 447,000; in soybeans, open contracts increased 602,000, as reported by the C.E.A.

The Kansas City Board of Trade traded in 29,432,000 bus. wheat and 1,046,000 bus. corn in February.

The Minneapolis Chamber of Commerce traded in 18,316,000 bus. wheat, 499,000 bus. corn, 3,847,000 bus. oats, 3,307,000 bus. rye, 73,000 bus. barley and 1,009,000 bus. flaxseed during February.

On all contract markets future trading in all grains totaled 386,355,000 bus., compared with 761,165,000 bus. during February, 1940.

## Mill Storage Unit Extended and Leased

With construction of a reinforced concrete annex at right angles to existing facilities, the Gwinn Milling Co., Columbus, O., has added 500,000 bus. of space to its storage capacity.

The annex consists of 14 tanks, each 20 ft. in diameter and 100 ft. high, set in a double row holding 7 interstice bins in the spaces between the tanks.

Above the tanks is a conveyor gallery housing a horizontal conveyor belt and tripper. Below them is a tunnel with a conveyor belt for drawing out grain. At the end of the rows of tanks, where they join existing storage, is a housing for two 5,000 bu. per hour elevating legs. The legs and conveying machinery are of Webster manufacture.

No receiving facilities are provided in this annex. Grain is received by car and by truck in the old elevator, thru which it is conveyed to reach the belts and legs in the new unit.

A unique device for cooling grain, which was conceived and designed by the mill's Superintendent Heiston, operates in one of the bins of the new unit, and was installed by A. Clemans Construction Co., who built the annex.

The cooling device consists of a sheet metal arrangement of four 30 ft. high columns thru which grain is passed in a one ft. wide space. The confining metal shells have steel louvers 3/8ths of an inch apart in each side and the entire height of the shells. Two large fans pull cold air by way of these louvers thru the columns of grain passing thru the shells. Grain can be cooled very rapidly when necessary.

The mill is being operated by the Gwinn Milling Co., but the entire storage capacity of the plant, the old as well as the new unit, is being operated by the Continental Grain Co. under lease. See illustration on outside front cover.

Water required to produce one pound of wheat amounts to 1,000 to 2,600 lbs. Studies in Western Canada reveal it requires 30 to 80 tons of water to produce a bushel of wheat.

To promote enriched bread and enriched flour a conference was held Mar. 5 at Chicago under the auspices of the Millers National Federation, American Bakers Ass'n and Associated Retail Bakers of America.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Lucas, Kan., Mar. 1.—Only 2% of the wheat still left in farmers' hands.—Hoopes Grain Co.

Ardmore, Okla., Feb. 27.—Very little wheat in farmers' hands right here as very little grain grown here.—Ardmore Milling Co.

Winnipeg, Man., Mar. 6.—Including amounts stored in the United States, Canada had a Feb. 1 supply of 656,640,000 bus. of wheat for export and carryover compared with 410,196,000 a year ago.

Portland, Ore., Mar. 3.—February proved to be Portland's best foreign trading month since September, 1927, according to the Portland Merchants Exchange, which recorded 27 sailings of wheat ships with 9,000,000 bus. of grain. Imports included 5,328,392 lbs. of copra from the Philippines, and second was 2,921,702 lbs. of Philippine copra meal.—F. K. H.

Duluth, Minn.—Movement of grain for the month of February ran small, receipts being only 1,467,470 bus. including Canadian arrivals. Year ago arrivals amounted to 2,199,741 bus. Shipments last month totaled 612,223 bus. compared with 390,856 bus. same period last year. Stocks March 1, 1941, amounted to 37,913,000 bus.; last year 28,678,000 bus.—F. G. C.

Minneapolis, Minn., Mar. 8.—Receipts of flax at Minneapolis and Duluth continue substantial. Marketings during February were 480,000 net bus. compared with 120,000 net bus. received in February, 1940. Since the beginning of the present crop year, 21,650,000 net bus. of flaxseed have been marketed. This represents 69½% of the government's final estimate of 31,127,000 bus. In our opinion the final government figure looks too high.—Archer-Daniels-Midland Co.

## Corn Movement in February

Receipts and shipments of corn at the various markets during February, compared with February, 1940, in bushels, were:

|              | Receipts  |           | Shipments |           |
|--------------|-----------|-----------|-----------|-----------|
|              | 1941      | 1940      | 1941      | 1940      |
| Baltimore    | 482,638   | 3,386,594 | 953,418   | 2,549,665 |
| Boston       | 2,600     | 324,983   | .....     | 543,322   |
| Chicago      | 6,243,000 | 5,723,000 | 2,947,000 | 2,303,000 |
| Duluth       | 85,560    | 490,591   | 11,566    | 5,600     |
| Ft. William  | 29,719    | 4,536     | 14,581    | 18,304    |
| Ft. Worth    | 21,000    | 75,000    | 67,500    | 36,000    |
| Hutchinson   | 1,500     | .....     | .....     | .....     |
| Indianapolis | 1,813,500 | 1,624,500 | 1,368,000 | 1,477,500 |
| Kan. City    | 707,200   | 556,500   | 129,000   | 669,000   |
| Milwaukee    | 584,350   | 499,100   | 257,400   | 371,800   |
| Minneapolis  | 636,000   | 67,500    | 469,500   | 538,000   |
| New Orleans  | 188,072   | 522,324   | 100,600   | 838,420   |
| Omaha        | 633,220   | 740,062   | 478,925   | 867,910   |
| Peoria       | 2,312,800 | 1,738,100 | 957,300   | 619,100   |
| Philadelphia | 36,647    | 926,938   | 58,359    | 1,528,805 |
| St. Joseph   | 187,500   | 199,500   | 114,000   | 151,500   |
| St. Louis    | 564,000   | 611,000   | 222,000   | 623,000   |
| Superior     | 43,125    | 398,896   | 14,600    | 21,200    |
| Wichita      | .....     | 1,300     | .....     | 2,600     |

## Wheat Movement in February

Receipts and shipments of wheat at the various markets during February, compared with February, 1940, in bushels, were:

|              | Receipts  |            | Shipments |           |
|--------------|-----------|------------|-----------|-----------|
|              | 1941      | 1940       | 1941      | 1940      |
| Baltimore    | 891,258   | 1,192,055  | 1,237,162 | 2,274,510 |
| Boston       | 1,064,776 | 555,212    | 1,056,655 | 548,391   |
| Chicago      | 556,000   | 523,000    | 1,282,000 | 1,028,000 |
| Duluth       | 1,052,793 | 990,787    | 194,601   | 163,047   |
| Ft. William  | 2,561,436 | 17,864,457 | 233,237   | 98,282    |
| Ft. Worth    | 162,400   | 197,400    | 567,200   | 497,000   |
| Hutchinson   | 882,000   | 1,171,800  | .....     | .....     |
| Indianapolis | 115,000   | 248,000    | 87,000    | 135,000   |
| Kan. City    | 2,830,400 | 2,168,000  | 2,363,150 | 1,938,330 |
| Milwaukee    | 18,840    | 3,140      | 82,600    | 151,200   |
| Minneapolis  | 1,894,500 | 5,333,500  | 1,186,500 | 1,626,000 |
| New Orleans  | 5,600     | .....      | 7,560     | 135,575   |
| Omaha        | 253,561   | 705,493    | 638,800   | 561,050   |
| Peoria       | 65,100    | 27,000     | 114,000   | 31,200    |
| Philadelphia | 565,934   | 1,296,456  | 181,012   | 1,674,281 |
| St. Joseph   | 115,200   | 137,600    | 97,000    | 420,800   |
| St. Louis    | 939,000   | 556,500    | 1,048,000 | 838,500   |
| Superior     | 836,470   | 454,329    | 169,805   | 58,182    |
| Wichita      | 1,090,500 | 1,168,500  | 790,500   | 1,036,500 |

Decatur, Ill., Mar. 8.—The country is offering a fair amount of corn. Shipping demand rather light. Trucks are handling a large part of the grain that moves. Terminal market receipts no longer reflect movement. More empty cribs can now be seen throughout the country. Country offerings of soybeans continue light. Demand from processors also limited. Some processors are not grinding at all. Large supplies of feed grains and concentrates available. The quantity of high-protein feeds available for domestic consumption has been increased by curtailment of exports to continental Europe.—Baldwin Elevator Co.

Duluth, Minn.—Canadian wheat continues to move in for storage to await opening of navigation and lake shipment to eastern lake ports supposedly for export. The movement has slowed up a bit but cars are arriving daily to be taken into elevators for holding. Charters have been made lately at 4c to move wheat from here to Buffalo, opening of navigation. This is a high rate to be paid for the starting of the season and an indication for need of supplies, either for eastern consumption, or export account. Shippers are closely watching weather conditions and boat crews have already been ordered to prepare vessels ready for early sailings at various ports where freighters wintered. Ice in the local harbor ranges from 12 to 27 inches thick and in the lake about 9 inches deep, extending out beyond vision and probably would not offer much resistance for passage of steamers.—F. G. C.

## Soybean Movement in February

Receipts and shipments of soybeans at the various markets during February, compared with February, 1940, in bushels, were:

|              | Receipts |         | Shipments |         |
|--------------|----------|---------|-----------|---------|
|              | 1941     | 1940    | 1941      | 1940    |
| Baltimore    | .....    | 55,934  | .....     | 709,918 |
| Chicago      | 259,000  | 398,000 | 58,000    | 84,000  |
| Indianapolis | 24,000   | 30,000  | .....     | 16,500  |
| Milwaukee    | 28,200   | 11,440  | .....     | .....   |
| Minneapolis  | 10,500   | .....   | .....     | 23,300  |
| Omaha        | 12,000   | 1,500   | .....     | .....   |
| Peoria       | 44,250   | 95,650  | 81,000    | 15,950  |
| St. Joseph   | 27,000   | 3,000   | .....     | 4,500   |
| St. Louis    | 12,800   | 1,600   | .....     | .....   |

## Rye Movement in February

Receipts and shipments of rye at the various markets during February, compared with February, 1940, in bushels, were:

|              | Receipts |         | Shipments |         |
|--------------|----------|---------|-----------|---------|
|              | 1941     | 1940    | 1941      | 1940    |
| Baltimore    | 52,476   | 142,017 | .....     | 49,948  |
| Boston       | 1,100    | .....   | .....     | .....   |
| Chicago      | 36,000   | 35,000  | 192,000   | 161,000 |
| Duluth       | 4,425    | 330,427 | 98,288    | 30,600  |
| Ft. William  | 83,128   | 147,957 | 18,554    | 9,215   |
| Hutchinson   | 1,500    | .....   | .....     | .....   |
| Indianapolis | 7,500    | 27,000  | 37,500    | 55,500  |
| Kansas City  | 3,000    | 3,000   | 7,500     | 1,500   |
| Milwaukee    | 16,610   | 366,930 | 47,600    | 10,040  |
| Minneapolis  | 268,500  | 709,500 | 396,000   | 580,500 |
| Omaha        | 1,690    | 58,509  | 29,400    | 47,600  |
| Peoria       | 108,000  | 49,300  | 6,000     | 3,600   |
| Philadelphia | 1,448    | .....   | 2,158     | .....   |
| St. Louis    | 25,700   | 24,000  | 43,500    | 51,000  |
| Superior     | 2,987    | 316,042 | 75,788    | 23,400  |

## Oats Movement in February

Receipts and shipments of oats at the various markets during February, compared with February, 1940, in bushels, were:

|              | Receipts  |           | Shipments |           |
|--------------|-----------|-----------|-----------|-----------|
|              | 1941      | 1940      | 1941      | 1940      |
| Baltimore    | 46,965    | 52,567    | .....     | .....     |
| Boston       | 8,000     | 10,000    | .....     | .....     |
| Chicago      | 778,000   | 1,377,000 | 947,000   | 1,227,000 |
| Duluth       | 16,151    | 83,618    | .....     | 34,778    |
| Ft. William  | 764,309   | 2,052,126 | 963,509   | 1,231,343 |
| Ft. Worth    | 24,000    | 68,000    | 14,000    | 56,000    |
| Hutchinson   | .....     | 4,000     | .....     | .....     |
| Indianapolis | 354,000   | 458,000   | 528,000   | 448,000   |
| Kan. City    | 118,000   | 110,000   | 66,000    | 58,000    |
| Milwaukee    | 24,860    | 31,640    | 30,400    | 79,800    |
| Minneapolis  | 1,003,500 | 1,433,250 | 1,161,000 | 1,748,750 |
| New Orleans  | 9,984     | 69,750    | 22,000    | 26,000    |
| Omaha        | 56,000    | 384,000   | 38,700    | 253,430   |
| Peoria       | 100,000   | 280,000   | 52,000    | 225,400   |
| Philadelphia | 6,792     | 77,240    | 5,016     | 9,005     |
| St. Joseph   | 294,000   | 338,000   | 74,000    | 40,000    |
| St. Louis    | 284,000   | 344,000   | 302,000   | 408,000   |
| Superior     | 10,474    | 60,176    | 75,788    | 23,400    |
| Wichita      | .....     | 13,500    | 1,500     | 9,000     |

## Primary Movement of Wheat in Canada

Ottawa, Ont., Mar. 6.—Wheat receipts in the Prairie Provinces for the week ending Feb. 28 amounted to 2,631,190 bus., a decrease of 1,593,787 bus. from the revised figure of the previous week, when 4,224,977 bus. were marketed. During the corresponding week a year ago, the receipts were 1,423,906 bus. By provinces, the receipts for the week ending Feb. 28 were as follows, figures within brackets being those for 1940: Manitoba, 130,396 (120,177); Saskatchewan, 1,230,864 (672,590); Alberta, 1,269,930 (589,139) bus.

Marketings in the three Prairie Provinces for the thirty weeks from Aug. 1 to Feb. 28, 1941, compared with the same period in 1940, were as follows, figures within brackets being those for 1940: Manitoba, 42,329,777 (49,878,789); Saskatchewan, 170,347,847 (208,143,925); Alberta, 110,120,655 (115,121,639) bus. For the thirty weeks ending Feb. 28, 1941, and the same period in 1940, 322,798,279 and 373,186,353 bus. were received from the farms.—R. H. Coats, dominion statistician.

## Washington News

A \$5,000,000 appropriation for control and eradication of noxious weeds is proposed in a bill introduced in the House by Rep. Dworshak, of Idaho.

The House Mar. 6 defeated two attempts to increase funds for farm parity payments in 1942. Representative Dirksen of Illinois saw defeat of his effort to raise the funds from \$212,000,000 to \$425,000,000; also Representative Pace of Georgia, who sought to make the total \$875,000,000.

A bill to relieve hardship cases under the excess profits tax law has been passed by both houses of Congress. A Senate amendment was included to permit corporations to compute excess profits under both "average earning" and "invested capital" methods, so that the taxpayer can later elect the most favorable method after determination of any appeals for special relief.

From the House appropriations com'te, Congress has received a bill allotting \$890,824,027 for the 1942 farm program and federal department of agriculture activities. Included is \$100,150,000 for purchase of surplus commodities; \$500,000,000 for soil conservation payments; \$58,846,130 for rural rehabilitation loans; \$47,973,000 for sugar act payments; \$25,618,684 for soil conservation service; \$18,022,455 for forest service, and \$14,596,918 for extension service. Combined with permanent appropriations, reappropriations, borrowing power from the R.F.C., and authority to make commitments for \$162,000,000, this bill would give the department of agriculture \$1,420,977,559 for the year. Total for the current year was \$1,477,001,061.

A. E. Staley Mfg. Co., Decatur, Ill., net income for 1940 amounted to \$1,282,756, against \$1,751,799 in 1939, the decrease being attributed to higher federal taxes, loss of export business, and a less favorable relationship between the price of soybeans and oil meal.

## Barley Movement in February

Receipts and shipments of barley at the various markets during February, compared with February, 1940, in bushels, were:

|              | Receipts  |           | Shipments |           |
|--------------|-----------|-----------|-----------|-----------|
|              | 1941      | 1940      | 1941      | 1940      |
| Baltimore    | 8,497     | 104,989   | .....     | 404,117   |
| Chicago      | 1,198,000 | 742,000   | 293,000   | 215,000   |
| Duluth       | 149,147   | 302,538   | 806,848   | 144,723   |
| Ft. William  | 155,780   | 586,995   | 367,382   | 507,974   |
| Ft. Worth    | 6,400     | 1,600     | .....     | 1,600     |
| Hutchinson   | 12,800    | .....     | .....     | .....     |
| Indianapolis | 4,500     | .....     | 1,500     | .....     |
| Kansas City  | 38,400    | 16,000    | 11,200    | 6,400     |
| Milwaukee    | 2,452,840 | 2,018,520 | 919,575   | 554,425   |
| Minneapolis  | 2,530,600 | 2,517,700 | 2,148,800 | 2,060,490 |
| Omaha        | 4,800     | 14,400    | 6,400     | 27,711    |
| Peoria       | 268,800   | 193,000   | 158,200   | 164,800   |
| Philadelphia | .....     | .....     | 1,542     | 2,473     |
| St. Joseph   | 10,500    | 1,750     | 7,000     | .....     |
| St. Louis    | 151,400   | 164,800   | 35,200    | 52,800    |
| Superior     | 74,274    | 195,525   | 101,125   | 159,889   |
| Wichita      | 2,600     | .....     | 1,300     | .....     |



# Changing State Law to Meet C. C. C. Contract

By Capt. L. C. WEBSTER, sec'y Northwest Country Elevator Ass'n, before North Dakota Farmers Grain Dealers Ass'n.

**A YEAR'S EXPERIENCE.**—We are nearing the end of our first year's experience with the Uniform Grain Storage Agreement and with that year of experience behind us we are in a better position to view its provisions, consider its advantages or disadvantages, and compare its requirements to those of our State Warehousing laws.

**CONTRARY TO STATE LAWS.**—The Uniform Warehouse Agreement was finally approved and offered to warehousemen in May of 1940. Those who had studied the contract offered to warehousemen realized at once that some of the conditions prescribed in the government agreement were contrary to the provisions of our State laws, and the regulations of our warehousing bodies.

We believe it not betraying a confidence when we state that state authorities objected strenuously to some of these conditions which ignored state laws. These officials were no more successful in obtaining consideration for suggested changes from government officials than were some grain dealers who protested the conditions outlined in the Uniform Warehouse Agreement. Government officials finally announced that no changes in the agreement would be made until after experience with the agreement showed that changes were necessary.

**ELEVATOR MEN CALL ON STATE AUTHORITIES.**—The time intervening before the beginning of the 1940 harvest was short and the state legislatures were not in session. In North Dakota the rates prescribed for the services rendered by the country elevators were specified in state law and were not subject to change or amendment by the Board of Railroad Commissioners. Legally, it was beyond the power of the commissioners to permit a violation of the state laws. Many written requests by elevator men thruout the state to the Commission were answered in this vein of thought. They could not do otherwise.

Certain country elevator men realized that if North Dakota grain elevator men could not sign this agreement that the farmers of North Dakota could not borrow from the government on their wheat unless it was stored on the farm or shipped to terminals, outside the state. No public spirited individual would want to be responsible for bringing about such a situation. This matter was presented to our Governor and the Railroad Commissioners by a committee of elevator men.

The public officials realized that the grain representatives were correct in their presentation and that some action on their part to relieve the situation approaching, was advisable. Legally, they could not sanction the violation of the laws of North Dakota by licensed warehousemen. In the absence of legislative action they could permit public warehousemen to sign the government agreement, insofar as the provisions of that agreement did not interfere with the rights and privileges of the citizens of North Dakota. This action they decided to take.

**TWO RATES FOR SAME SERVICE.**—In the discussions which took place at this meeting, your representatives agreed with the officials that no North Dakota farmer could under the state laws, be charged a higher rate for any service performed by the warehousemen than is provided for that service. The acceptance of this condition on the part of the elevator interests placed them in an anomalous position in that they would be required to charge one rate for services to the farmer and another

rate to the government agencies, were the latter to come into possession of the grain upon which loans had been made, and continue to store the grain within the state.

Your representatives realized that concessions had been made by our state officials for the express purpose of aiding our farmers and acting for your interests, they agreed to carry out their part of the concession. You were then advised by your secretary that you could sign the government agreement without jeopardizing your license as a public warehouseman.

**LEGISLATIVE RECOMMENDATIONS.**—I am not here to recommend what specific action should be taken. It is my purpose to bring up a discussion that will show what the country elevator operators of North Dakota believe should be done in this situation and if this group decides on any action to present such opinion to the legally constituted warehouse officials of the state for submission to the legislature, which is now in session. I believe it is our duty to help our officials in the formation of legislative recommendations so that our farmers, our officials and we country elevator men can know where we stand between the laws and regulations of the state and the contractual requirements of the federal government. We certainly owe it to our warehousing officials to help extricate them from a position where they appear to be sanctioning a violation of state statutes.

We shall compare and review the North Dakota State Law and similar provisions of the government form of agreement.

## Wheat, Barley and Rye

| North Dakota Law   | Government Agreement  |
|--|---|
| 15 days free storage at beginning of storage period.   | 5 months free storage after 7 months of revenue storage.  |
| 1/36 cent per bushel per day beginning on the 16th day. About 9.8 cents per year of storage. | 1/30 cent per bu. per day for 210 days. A maximum of 7 cents per year.  |
| 2 cents per bushel handling charge. No fee for insurance or conditioning.                    | 3 cents per bu. for unloading; 1/2 cent per bu. for loading out; 1/4 cent per bu. per month for first 4 months to cover insurance, conditioning, etc. |

For further comparison we will take the monthly charges for one bushel of wheat delivered into an elevator, kept there for 1 year and then delivered out.

| At the end of: | North Dakota Law | Government Agreement |
|----------------|------------------|----------------------|
| 1st month      | 15/36 cents      | 4 1/4 cents          |
| 2nd month      | 1 9/36 cents     | 5 1/2 cents          |
| 3rd month      | 2 5/36 cents     | 6 3/4 cents          |
| 4th month      | 2 35/36 cents    | 8 cents              |
| 5th month      | 3 29/36 cents    | 9 cents              |
| 6th month      | 4 24/36 cents    | 10 cents             |
| 7th month      | 5 19/36 cents    | 11 cents             |
| 8th month      | 6 13/36 cents    | 11 cents             |
| 9th month      | 7 7/36 cents     | 11 cents             |
| 10th month     | 8 1/36 cents     | 11 cents             |
| 11th month     | 8 32/36 cents    | 11 cents             |
| 12th month     | 9 26/32 cents    | 11 cents             |
| Loading out    | 2 cents          | 3/4 cent             |
| Total          | 11 26/32 cents   | 11 1/2 cents         |

On the annual or long time storage basis it will be seen that there is little difference between the federal government rates and the presently prescribed North Dakota rates. Should the owner desire his wheat loaded out at any time other than the end of the storage period above shown, the charges indicated for North Dakota would have to be increased by 2 cents for the handling charge to those shown for the month withdrawn.

**AN EMERGENCY ACTION.**—Country elevator men generally, believe that the action taken in this emergency has proven to be the proper action at the time, however, it was emergency action and should not be expected to be continued as such. Our state officials are under oath to enforce the laws of the state and from our observance of these gentlemen, we know they will, and every man in this room should do his utmost to help them do this. Also, the position of the warehouseman needs clarification. If he is to operate under two schedules of rates, such procedure should be made regular and duly publicized to the producer.

North Dakota laws say one thing and the Uniform Warehouse Agreement requires something else. Both requirements are binding on the licensed public warehouseman. Neither the state nor the public warehouseman can properly continue under such conditions. The federal government feels that it is necessary for its purposes to have uniform conditions relating to warehousing of grain in all states where it carries on its agricultural programs.

We must confess for ourselves that there is some justification for the federal government's attitude in this connection. Many states in the union do not have adequate warehousing laws and even some of them having such laws in their states do not enforce them. Our Northwest states which have good warehousing laws must make concessions because other grain producing states do not. The chances of the federal government backing down in their position is remote. The possibility of solving this problem appears to rest entirely on the several states involved amending their laws or acknowledging that such state laws do not apply to the federal government or its instrumentalities.

**INADEQUATE 2-CENT HANDLING CHARGE.**—All country elevator men know that the 2 cent handling charge permitted by the North Dakota law has always been inadequate to compensate the warehouseman for this service. The actual cost of taking in and loading out grain at any country elevator is nearly 3 cents per bushel and this allows nothing for insuring or conditioning the grain, which is a required and necessary function of the grain elevator operator.

Protests against this provision of the law were not made to the legislature by elevator men against this low handling cost before, due to the fact that few farmers ever ordered their grain loaded out for shipment but having brought it into the elevator they sold it to the operator and did not pay the handling charge. The grain buyer obtained his actual expense of handling in his buying margin.

With the advent of government loan programs the country elevator first came face to face with this inadequate handling charge, for in most cases, with loan or government grain, he is met with the problem of long storage and loading the grain out for shipment on government orders. The loading out of grain into cars for the owner entails the ordering of cars, the cleaning and cooping of same which are items of expense not now compensated for.

**EXPIRATION.**—The state law requires that storage contracts expire as of June 30th of each year, and the warehouseman is required to call in all old storage tickets, settle them and issue new tickets for any balance due the owner. The government agencies will not surrender the old tickets but will honor an invoice for charges due against the grain. Most warehousemen reissue the ticket as required by the law and hold it in their possession. The termination date of the government agreement is July 31 and this is at variance to the state law, which is June 30th. These might be termed technicalities, if they were not provisions of law.

Practically all other provisions of the Grain Storage Agreement can be carried out under the provisions of the North Dakota laws and regulations. They are mostly administrative functions which can be carried out by all warehousemen. Some of them entail action which is



at variance to usual commercial practices, but none violate state laws or regulations.

Assuming that the federal government will insist upon a grain storage agreement and that the rates provided therein, remain as now, there appears to be the following procedures which warehousemen and warehousing officials may follow:

Take action to amend the rates now prescribed in North Dakota State laws to conform with those provided for in the Uniform Grain Storage Agreement.

Leave the North Dakota rates as they are but ask the legislature for authority for the Board of Railroad Commissioners to waive these rates for the federal government agencies.

Ask the legislature to increase the handling charge on flax to 4 cents per bushel and all other grains to 3 cents per bushel.

Revoke the law which prescribes rates for handling and storing grain and ask the legislature for authority for the Board of Railroad Commissioners to prescribe such rates from time to time after public hearings.

**CANNOT STAY IN BUSINESS.**—It is the opinion of many elevator operators whom I have contacted that we cannot continue in business with two different rates of charges for the same service in effect. The government agreement includes the owner-borrower as entitled to the rates prescribed in the agreement, however, where the state prescribed rate is lower than that stated in the agreement the farmer insists on the lower rate and under present conditions the elevator man must give him the lower rate. To do otherwise would gain the ill-will of the farmer.

If the farmer has two lots of the same kind of grain under the existing conditions he pays one rate on that on loan and another rate on that grain which is not on loan. If an elevator can continue along these lines and not be in violation of Section 24, as amended, of Chapter 155, Session Laws of 1927, I'd say that he is several Philadelphia lawyers in one. This section reads partly as follows:

"No Public warehouseman shall discriminate in the buying, selling, receiving and handling of grain or in the charge made or services rendered to owners of stored grain, nor shall such warehouseman discriminate in the receiving of such grain offered for sale or storage. . . . Storing grain free of charge is hereby prohibited except as prescribed by law."

Actually, under the present conditions, the warehouseman can collect the government rates only when government agencies come into possession of the grain or when the borrowers pay off their loans and find that the charges on the grain are less than they are under State laws. A case of heads he wins, tails I lose. Not a very substantial plan to work under.

**REQUIRED EARNINGS.**—Should you decide you would like your storage rates or handling rates amended, please be specific in your recommendations. In any consideration of a yearly storage rate, you must require that your yearly rate be guaranteed. 1/45 cent per bushel per day does not equal 7½ cents unless the grain remains in storage for a full year. You must earn that 7½ cents in the first seven and one-half months of storage. In any revision of your storage rates you should also insist on not less than 1/36 cent per bushel per day and preferably 1/30 cent per bushel per day, with a maximum rate, for a crop-year storage which, after being earned, will be followed by a free storage period. Yearly storage rates should begin and end with each crop year. Most amateurs, when deciding to establish storage rates for grain, are quite prone to the use of 1/60 and 1/45 cent per bushel per day. They never tried to meet expenses on such rates and it cannot be done.

Experience has shown that you can store grain for a year for 8 cents per bushel and that you cannot store it for 3 or 4 months and leave your space vacant for 8 or 9 months and still remain in business as a warehouseman. You must understand that any rate based upon yearly storage earnings must accrue as rapidly as possible and after that earning has been assured, then and then only, begin to give free storage. In this connection please take your records' word for the fact that normal storage of grain does not exceed four months and before the government came into our picture with loans, that is the longest period of storage which we experienced. If you want to change our law, please make those changes based on normal conditions and not emergency conditions which should not be with us always.

South Dakota's corn harvest in 1940 was 1,964,554 acres and 40,755,611 bus., against 3,493,279 acres and 84,569,812 bus. in 1930, as reported by the Census Bureau, indicating the drift of corn acreage away from the corn belt to the Southern states.

## This Indiana Elevator Is Free from Dust

Freedom from the clouds of dust that curse the interiors of so many country grain elevators is achieved in the 20,000 bu. cribbed and iron-clad elevator of the Raber Cooperative Co., at Raber, Ind., by use of a high boot on each of the three legs, and thru operation of an efficient system of dust sweeps and an exhaust fan.

The Leif Hi-Boot principle employed on each of the three legs in the elevator consists of nothing more than boxing in a connecting space between the back and front legs which leaves a space for free passage of air equal in depth to the full diameter of the boot pulley. Usually this means that a 24 inch space is left above the boot pulley. Air pressure built up by the rapidly moving empty cups coming down the back leg finds its way thru this space to the front leg as the cups fill with grain, thus preventing building up of back pressures which would force dust thru every possible crack and seam in the back leg casing.

Providing a space for the free flow of air in the leg casing is not in itself enough to prevent building up of air pressures by the alternately filling and emptying cups, which travel at high speed in the modern elevating system. The leg casing must be vented in some manner to allow escape of excessive pressure.

In the Raber Cooperative Co.'s elevator this venting is combined with dust collection thru use of an exhaust fan and a series of dust sweeps.

The exhaust fan unit consists of a 2 h.p. enclosed motor running at 2,400 r.p.m., direct connected to an 18 inch, 5-blade paddle-wheel fan running in a galvanized steel circular housing attached to the motor. This unit is located in the elevator cupola.

The fan draws air thru 3-inch galvanized dust pipes which end in sweeps attached to machines and legs. The sweeps on the legs are attached to the back leg in each case just above the boot. Around each dust pipe, where it connects with the sweep, is a collar in which are a number of holes that match similar holes in the pipe. Turning this collar opens or closes these holes to regulate the velocity of suction applied thru the sweep to the back leg for withdrawal of dust.

Similar sweeps, fitted with regulating collars, are connected to the corn cracking and grading machine and to the automatic shipping scale. Both of these machines are boxed in to confine the dust created around them and the sweeps are connected to the boxing.

Dust-laden air drawn into the fan thru the five dust pipes is exhausted thru an 8-inch rectangular outlet pipe that leads to the dust house outside the elevator. Here a large vent permits the air and the dust to separate. The dust settles in the bottom of the dust bin, and the air pressure is dissipated in the outside atmosphere.

David Crutchfield, manager of the Raber Cooperative Co., has a reputation for practicing good housekeeping in operation of an elevator. The high boots and the dust collecting and exhaust system do not eliminate all of the work in keeping a busy elevator and grinding plant clean, but it reduces the frequency of sweep-up and clean-up periods and makes atmospheric conditions in the plant livable.

Rice growers and millers of Arkansas recently held a meeting at Little Rock, Ark., with members of University of Arkansas faculty and Extension Service of the University to consider methods of increasing rice utilization in diet. Dean Horlacher was named chairman of a com'te to assemble scientific information about the value of rice polish in the diet, preparatory to developing further plans for increasing consumption of this by-product.—J. H. G.



Left: Exhaust fan housing and dust suction trunking connections in Raber Co-operative Co. elevator at Raber, Ind. Right: A. E. Leif points out high boot housing in the same elevator. At back of leg is connection from exhaust fan.



# Control the Bugs

## Mite a Serious Grain Pest

Grain that is supposed to be simply heating is sometimes in fact infested by a microscopic insect whose presence is unsuspected.

The grain mite is so small that 100,000 of them can be placed on a single square inch. When few are present they may remain undetected on account of their small size, the warehouseman's first notice of their presence being a peculiar and characteristic odor.

When the mites are present in large numbers they often devour practically all the material so that the result is a mass of mites and their molted skins. Altho hardly visible to the naked eye, they can crawl at the rate of two inches per minute to reach uninfested grain.

Their distribution is worldwide. H. L. Seamans, entomologist of the Dominion Entomological Laboratory at Lethbridge, Alta., writes that "This mite is always abundant when grain is stored for a long time where it can not be moved into new storage. The situation is also aggravated by damp weather and tough wheat. Mites have been found in the three prairie provinces in stored wheat, and the indication is that they will be more serious when the weather becomes warmer."

On account of the prevalence of the mite and the unusually large stocks of grain in store at the present time, the Agricultural Supplies Board at Ottawa, Ont., has just issued a Special Pamphlet No. 46 of its War Time Production Series on the "Control of Grain Mites," prepared by H. E. Gray of the Department of Agriculture, Ottawa, who writes:

"Surveys of country elevators in Western Canada in recent years have shown that mites are frequently present in boots and pits, as well as in other locations. When grain is taken into these elevators, the mites are distributed thruout the grain in the various bins, and if conditions are favorable they increase in numbers. The mites feed on the debris, dust, wheat hairs, etc., as well as to a limited extent on the germ end and in the 'crease' of the kernel.

"As a result of their feeding, the mites give off carbon dioxide and water following digestion. The water is absorbed by the surrounding grain and the moisture content is thus increased. When this reaches a point somewhat in excess of 15.5 per cent the mass of grain starts to heat, and if not properly handled serious losses occur.

"Mites are able to withstand any of the normal temperatures likely to be encountered while the grain is in storage in elevators or terminals."

The females lay 3 or 4 eggs a day, usually up to a total of 30, scattered at random and often attached to the grain. They require 3 or 4 days to hatch. Usually there are three moults during the developmental period. The complete life cycle requires about 17 days at a temperature of 65 to 70 degrees Fahr., and a longer period at lower temperatures. Dormant for long periods of time under unfavorable conditions, they revive and become active and under favorable conditions multiply at an enormous rate.

In order to locate the mites easily the grain sample should be sifted over a screen of about 30 meshes to the inch. This will retain the grain and coarse dockage while allowing the dust and mites to fall thru. The accumulated dust should then be spread out in a thin layer, preferably on a sheet of black paper. The mites are white in color, and if placed on a black background are readily seen, particularly if the sample is examined with a magnifying glass. In cold weather the mites may be sluggish, but, if the paper is held for a short time from 6 to 12 inches above the stove, they will warm up and move more rapidly. If the dust is tipped on another paper, many of

the mites will remain on the original one, as they tend to cling to the surface beneath the dust. In cases where there are only a few mites present, it may be necessary to repeat the foregoing procedure several times in order to locate them.

Rubbing of the kernels together kills the mites, making it possible to get rid of them by re-elevating the grain into an empty bin. In many cases one turning is sufficient to dispose of most of the mites, altho in badly infested stocks it may be necessary to repeat the turning a second time. When the country elevator is not equipped to turn the grain it may be necessary to ship the infested grain to a terminal elevator.

Precautionary steps include careful examination of stock periodically; cleaning of boots, pits, space under scales, bins and distributor prior to receiving the new crop; cleaning the grain when received; cleaning infested grain.

Fumigation is said to be not 100 per cent effective, owing to their lack of tracheae.

Raising the temperature to 118 degrees F. will kill them, and reducing the moisture content below 13 per cent kills them.

## Bran Bugs in Corn Bins

So-called "bran bugs" are the common cause of rotting of shelled corn in Iowa, Harold Gunderson and George C. Decker assert in the January issue of the *Farm Science Reporter*.

**BUGS MOVE TO CENTER.**—The entomologists explain that these bugs have been moving toward the center of grain in bins since last October as the weather grew cooler.

This migration process has resulted in a mass of insects concentrated near the center of bins, constantly producing heat and moisture that moves upward thru the corn as warm, moisture-laden air.

When this air hits the cool surface of the corn it condenses, forming a crust and permitting the development of molds.

**SIFT BUGS OUT.**—To make sure that insects are involved where crusting of corn occurs, it is necessary only to dig down 10 to 12 inches below the surface of the moldy area and bring up several handfuls of corn. Shaking this corn on a piece of door screen over

white paper or cloth will reveal a number of small brown insects if they are causing the damage.

Fumigation with a mixture of 3 parts ethylene dichloride to 1 part carbon tetrachloride is recommended.

"The fumigant is non-explosive, non-inflammable and can be applied to grain without necessitating the use of a gas mask," report Gunderson and Decker.

**FUMIGATION.**—Now is the time to apply the fumigant. Generally all areas in a bin where the temperature is above 60 degrees F. contain active insects, and this area can be outlined by attaching a thermometer to a stick and taking the temperature around the crusted area.

The entomologists say not less than 1 gallon of fumigant should be used per bin, and for small quantities of corn at least 1 gallon is needed for every 100 bus. of infested corn. The fumigant may be applied to the surface of corn with an ordinary garden sprinkling can or with a pressure sprayer.

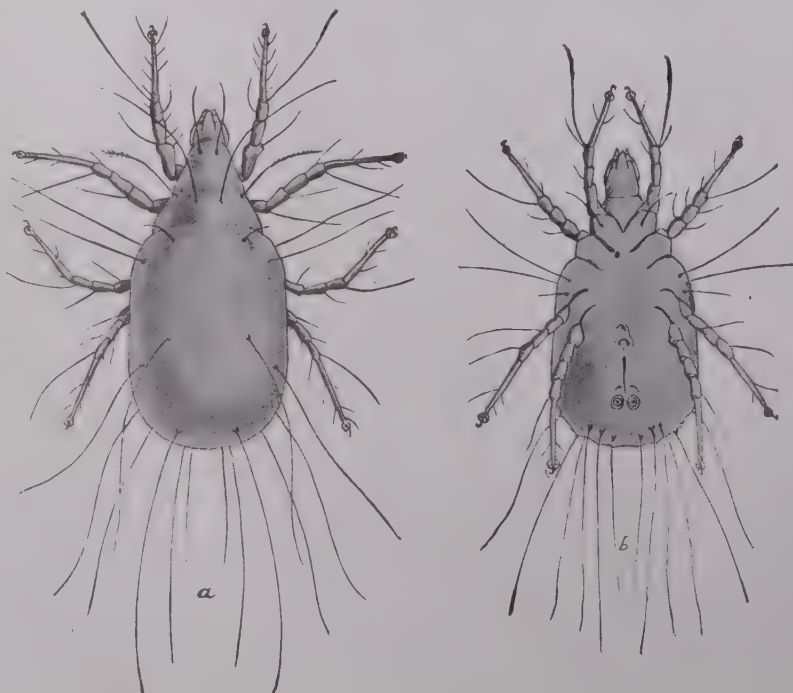
## Life of the Saw Toothed Grain Beetle

The life of the saw-toothed grain beetle has been under investigation by E. L. Thomas and H. H. Shepard of the Minnesota Experiment Station. To develop their research these experimenters used a broad range of temperature, food, and atmospheric conditions. They report:

"Rearings were made or attempted at temperatures of 15°, 20°, 25°, 30°, 35°, and 40° C., at saturation deficiencies of 5, 12.5, and 22.5 mm., and with rolled oats, English walnuts, and raisins as food.

"At 5 mm. saturation deficit and on rolled oats as food, the total life cycle from egg to adult requires 69.06 days at 20°, 30.31 days at 25°, 20.67 days at 30°, and 18 days at 35°. With rolled oats as food the developmental optimum appears at 35°, while with walnuts the developmental optimum occurs between 30° and 35°. Eggs and larvae failed to develop at 15° and 40°.

"In general development is more rapid at the higher humidities. The egg and pupal stages appear to be little affected by atmospheric moisture conditions. On the basis of the rate of development, rolled oats are superior to either walnuts or raisins as a food



Grain Mite, *Tyroglyphus*, 100 Times Enlarged. After Chittenden.



for the saw-toothed grain beetle. Adults of the saw-toothed grain beetle and the confused flour beetle were exposed to high temperatures. At 44° and 30-per cent relative humidity 50 per cent of the flour beetles were killed in a little over 4 hr., while at 46° and 50 per cent relative humidity about 40 min. were required. At 42° 50 per cent of the adult saw-toothed grain beetles were killed in 34 hr., while at 44° the exposure periods were approximately 4.5 and 5.7 hr. at 30 and 75 per cent relative humidities, respectively. Adult saw-toothed grain beetles exposed at 10° and 2° gave 50 per cent mortality values at 30 days and 105 hr., respectively."

## Controlling Insect Infestation

By R. F. COURTNEY.

Long periods of storage for grain, a part of the "Ever Normal Granary" plan of the U. S. Department of Agriculture—have intensified the problems of pest control. Sealed bins do not exclude weevils and other harmful pests. Millers report that the supply of grains now coming into the mills are more badly infested than perhaps ever before. This is undoubtedly a result in part at least of the longer storage of stocks.

All accumulations of product, refuse, dust, anything in which the pests might live, in open spaces, on walls, or inside machinery, should be frequently cleaned up. Some mills find it worthwhile to clean machinery bi-weekly or even daily. Without this attention to clean-up, other efforts probably will, at least in some degree, fail.

The outstanding fumigant thus far developed and proved is hydrocyanic acid gas. It is highly toxic to all forms of insect life, including eggs, can penetrate to their hiding places, can be handled with safety, and is relatively economical.

Hydrocyanic acid gas is available for fumigation in several different forms. The most economical of these is sodium cyanide. Upon reaction with water and sulfuric acid, the gas may be generated in pots, barrels, or enclosed equipment. The one-ounce "eggs" of sodium cyanide supplied by the Du Pont Company were the first practical form developed for using hydrocyanic acid gas for household and industrial fumigation, and they remain in wide use today.

For general space fumigations, generation of hydrocyanic acid gas in pots and barrels thruout the mill is a standard method.

The newest improvement, however, consists of fumigating equipment with gas which is generated outside the premises in a fully enclosed generator and piped directly to the machinery.

A minimum of fumigant is required, the fumigation is carried on from outside the building with a minimum of labor and a maximum of safety, and the shut-down time is shorter.

A new fumigant which appears to give great promise is methyl bromide. This also is very effective in destroying insect life, and it has even greater penetrating power than hydrocyanic acid gas.

Among other fumigants which are used to some extent are chloropicrin, mixtures of carbon tetrachloride with ethylene dichloride and carbon dioxide with ethylene oxide, and carbon bisulfide. Contact sprays, many of which contain pyrethrum or rotenone, may be used where flying or crawling insects are found in open spaces. Even controlled temperatures, either high or low, may in some instances be helpful in the pest control program.

**Winchester, Ind.**—We received a questionaire Mar. 7 wanting to know how much space we had for storage; and we fully expect the government to tell us what we can put in our bins next harvest.—Goodrich Bros. Co., C. C. Barnes, exec v.pres.

## Grading Wheat at the Elevator

By T. E. GOULDING, Edmore, N. D., before  
North Dakota Grain Dealers Ass'n

In normal times the grading of our grain as received in the country does not seem so very important. A certain type of durum or wheat sells on a certain basis, and some years we do not pay a great deal of attention to the grade, especially if we buy the grain outright and do not have to issue storage tickets for it. However, now that most of our wheat and durum is subject to government loans, grading becomes the most important job we have to perform. If the grade can be determined by test weight or by percentage of foreign material, it is a simple matter, however, when the buyer runs into fungus and field damaged wheat or durum, where it seems that no two men can pick the same amount of such damage in the same sample, proper grading becomes a real problem.

Managers operating in the durum territories ran into the fungus and field damage problem this past season. In some localities we found that our durum carried from 7 to 25 per cent of such damage. We were advised by the Commodity Credit Corporation that loans would not be made on durum or wheat carrying in excess of 7 per cent of damaged kernels. Earnest efforts were made to have this ruling changed, with no results. Seeing that the loan value on No. 3 hard carrying 7 per cent of damage was around 64c, and the market price on the average fungus damaged durum at the start of threshing was approximately 42c, the situation among durum raisers in some of the territory was very discouraging, especially when they were getting yields of about 2 bus. to the acre. Naturally, all of the elevator managers were desirous of getting every cent possible out of this durum for the producer.

I personally telephoned the Commodity Credit Corporation, asking that, in case delivery of loan durum had to be made to them in the spring, if they would accept No. 4, 5, and sample grade durum, so grading on account of damaged kernels, at a set discount under the No. 1 grade, even tho their storage ticket called for a three grade. I was informed definitely not, that no grade of durum lower than No. 3 would be accepted as delivery on any storage ticket if it so graded on account of damaged kernels.

UNDER SUCH RULINGS, not 5 per cent of the durum in my territory was eligible for a Commodity Credit Loan. Competition again came into the picture in the matter of grading. Some buyers saw fit to grade this durum No. 3, making it eligible for the loan, feeling that the market would no doubt advance by the time of the maturity of the producer's note, so that it could be sold and the loan repaid, and thus come back into normal channels. Maybe it will, but we would dislike to be in the position of the buyer who followed this practice, if the market doesn't advance.

I believe such buyers have shown very poor business judgment, taken undue chances for the best interests of their company, and have actually conspired to defraud the government of the United States, in that they have fraudulently issued storage tickets for the purpose of borrowing money from the Commodity Credit Corporation.

Maybe it will be possible for them to purchase the proper grade to deliver on these tickets (should delivery be necessary). Still, it is likely to cost them much more than they can possibly get out of the grain in the form of storage and handling. It might even be unprocurable. Some may have the idea of mixing in enough grain without damage to raise the grade of the damaged sample. It takes a lot of good grain to cover up 20 to 30 per cent of damaged kernels.

Competent managers, under the circumstances mentioned, would grade their receipts properly, their first thought being to safeguard the interests of the firm by whom they are employed.

In case of delivery to the Commodity Credit Corporation, this grain is all subject to federal inspection when it is unloaded at the terminals.

It is my experience, not casting any reflections on the integrity of the federal inspectors, that such inspections always seem to work out for the benefit of the receivers and not the shippers. In placing grain in terminal storage the grade always seems to be lowered if there is any possibility, and nine times out of ten the dockage is raised above the state department's findings.

## From Abroad

**Europe** has seeded more winter wheat than ever before in its struggle for self-sufficiency, according to the International Institute of Agriculture at Rome.

**The Argentine** grain board has acquired 73,000,000 bus. of new wheat up to Jan. 24, and was holding a balance from the old crop. Stocks available for export totaled 174,000,000 bus.

**The German** bread ration is 50% larger than the Belgium bread ration, according to foreign reports, which add that meats and fats have been drained from invaded countries and no compensating grain sent back in return.

**Seventy-four** Spanish ships have been placed in the import service to carry 18,000,000 bus. of wheat from the Argentine. The wheat is reported ready for shipment. When shipping starts the ships are expected to carry 4,500,000 bus. a month.

**Britain** has decided against any relaxation of the blockade on American food supplies for unoccupied France. An effort by the American Red Cross to include 300 tons of oatmeal in a cargo of evaporated milk, children's clothing, and medicines, was refused.

**Turkey's** 1940 crops built up good reserves of grain. Since both the grain trade and prices are regulated by the government under emergency control measures, no exports are expected in 1941. The government purchases reserves at guaranteed prices, and is holding all available oats, and most of the corn and rye, for domestic use, chiefly military. Unofficial estimates place the 1940 wheat crop at 165,000,000 bus. This, too, is being held.

**Brazil's** producers of wheat, coffee, and cotton are beneficiaries from a measure made effective Jan. 18, to provide for distribution of home-grown wheat to mills on a quota basis at fixed minimum prices to producers for a period of 12 years instead of the 3 provided formerly. The highest minimum price is to be paid during the first 4 years, when the rate is \$1.32 per bu. In the 12th year the price is to be 82c per bu. Government flour mills are being erected in various parts of the country.

**Argentina** is planning construction of 250 country grain elevators as part of a farm-aid scheme for storing large surpluses, reports the American Embassy, Buenos Aires. Plans have been completed also for construction of terminal elevators of 20,000 tons capacity each at Diamante, Concepcion del Uruguay, Zarate, and Mar del Plata, and work on these is to begin immediately. Terminal elevators with total storage capacity for 450,000 tons, are now in use or under construction at New Port in Buenos Aires, Quequen, Rosario, Villa Constitucion, Ingeniero White, and Santa Fe.

**Salem, Ore.**—James Patton of Denver, national president of the Farmers' Union, laid a part of the blame for the "Okies" and the "Arkies" at the feet of the A.A.A. He said "the Dept. of Agri. had made the big farmer bigger and the small fellow smaller, which is one reason why we have the Okies and the Arkies and the dust-bowlers all thru the West."—F. K. H.



# Statistics Show Improvement in Illinois Farmers Elevators in 1940

By HARRY HEISER, Bloomington

This report is compiled from audit reports of a representative number of companies in all parts of the state, which, when broken down into averages, shows the average result of operations and the average financial condition of farmers elevators in Illinois.

## Profits Show Increase

Average net profit after expenses, depreciation, bad accounts and property losses, is \$5,856. This compares with average net profit of \$4,699 in 1939 and an average of \$3,175 in 1938.

The net earnings on capital stock was 26.2%; net earnings on invested capital was 12.2%.

Expenses show an increase over the prior year. This is attributable in part to additional services such as seed cleaning, feed grinding, and feed mixing. The merchandise sales show an increase but such increase is exclusive of cleaning and grinding services since the latter are classified under other income and do not enter the sales.

## Comparison of Averages Per Company

|  | 1939      | 1940      | Increase |
|--|-----------|-----------|----------|
| Notes Receivable .....                       | \$ 3,186  | \$ 3,292  | \$ 106   |
| Accounts Receivable .....                    | 8,324     | 9,213     | 889      |
| Total Receivables .....                      | 11,510    | 12,505    | 995      |
| Property, Cost .....                         | 36,754    | 37,840    | 1,086    |
| Reserve for Deprec. ....                     | 16,821    | 17,960    | 1,139    |
| Net Book Value .....                         | 19,933    | 19,880    | *53      |
| Capital Outstanding ....                     | 22,424    | 22,348    | *76      |
| Surplus .....                                | 22,193    | 25,815    | 3,622    |
| Book Net Worth .....                         | 44,617    | 48,163    | 3,546    |
| Book Value of Stock .....                    | 199       | 215       | 16       |
| Current Assets .....                         | 38,916    | 39,313    | 397      |
| Liabilities .....                            | 14,082    | 11,250    | *2,832   |
| Working Capital .....                        | 24,834    | 28,063    | 3,229    |
| Notes Payable per Borrowing Company .....    | \$ 7,532  | \$ 7,109  | *\$ 423  |
| Bushel Turnover (in bushels) .....           | 418,127   | 398,562   | *19,565  |
| Grain Sales .....                            | \$188,855 | \$192,659 | \$3,804  |
| Mdse. Sales .....                            | 34,587    | 36,267    | 1,680    |
| Gross Sales .....                            | 223,442   | 228,926   | 5,484    |
| Operating Expense .....                      | 9,143     | 9,644     | 501      |
| Depreciation .....                           | 1,295     | 1,372     | 77       |
| Bad Accounts .....                           | 484       | 555       | 71       |
| Total Expense .....                          | \$ 10,922 | \$ 11,571 | \$ 649   |
| Operating Expense .....                      | 4.09%     | 4.21%     | .12%     |
| Total Expense .....                          | 4.88%     | 5.05%     | .17%     |
| Net Profit Above Operating Expense .....     | \$ 7,159  | \$ 8,692  | \$ 1,533 |
| Net Profit Above All Charge Offs .....       | 4,699     | 5,856     | 1,157    |
| Patronage Dividends per Paying Company ..... | 3,695     | 5,121     | 1,426    |

\*Decrease.

The increase in receivables is attributable to the fact that very little corn had been sold or sealed up to the close of the year and an unusual lot of soy beans are being held back on the farms.

The increase in property costs is attributable to added storage space, added services, such as cleaning and grinding, and to the installation of larger truck scales.

The average book value of the capital stock is \$215 for each \$100 worth of stock, an increase of \$16 per share.

The increase in working capital of \$3,229 is after having paid the annual dividends and after deducting the cost of property improvements. The working capital includes reserve for depreciation. You will note the average property cost is \$37,840 compared with an average capital stock of \$22,348. This shows an under capitalized position at the outset making it necessary to use the surplus earnings and the reserve for depreciation in the regular conduct of the business.

Ninety per cent of the companies paid a cash dividend and twenty-five per cent of all the companies paid a patronage dividend. Not quite one third of the companies have borrowed money. This is the same as in 1939 with the exception that a decrease in the amount borrowed is shown.

The average cost of handling grain after making an allowance of 6% on the capital outstanding was about 2¾ cents per bushel.

## Class B Warehouses

A number of companies have qualified as Class B public warehouses for the storage of grain. All companies so qualified should obtain a copy of the Illinois Commerce Commission General Order No. 142. Rules and Regulations governing storage of grain in Class B public warehouses. The high points are:

No operator shall accept grain for free storage.

A warehouse receipt or confirmation of purchase shall be executed, issued and delivered the next business day after completion of delivery of each lot if such grain has not been contracted for at a price prior to delivery.

A uniform rate must be charged and no change of rates shall be made without first notifying the Commission.

## Storage on a Business Basis

Stipulations on the warehouse receipts should limit storage to available space and should provide a limited time on storage to enable clean ups on grain. A clean up of each kind of grain should be made not less than once each year so definite results of operations can be obtained.

All warehouse receipts should be surrendered to the warehouseman upon settlement of grain. Such receipts should be marked cancelled and attached to corresponding stub or duplicate. Patrons should be warned about losing receipts as payment for grain

## Wheat Marketing Quotas

Sec'y of Agriculture Claude R. Wickard has announced plans for a grower referendum May 31 for marketing quotas on wheat to keep the anticipated surplus off the market.

On Mar. 5 Wickard asked Congress to legislate four amendments to the Agricultural Adjustment Act to "simplify administration" and make marketing quotas "more effective." In these proposed amendments he asked authority to:

Increase the excess marketings penalty when quotas are effective from 15c per bu. to 40c on corn, and from 15c to 50c on wheat.

Extend voting quota restrictions to two years instead of one.

Exempt farmers growing not more than 15 acres of wheat or corn from quota limitations.

Base penalties on excess acreage instead of excess production.

C. M. Hunter, of the Commodity Credit Corp.'s Chicago office, appearing before the Illinois Farmers Grain Dealers Ass'n, described existing regulations covering a referendum on marketing quotas as applied to wheat. The date on which the Sec'y of Agriculture proclaims marketing quotas for wheat is May 15 prior to the marketing year, which begins July 1, he said.

Whenever it appears that the total supply of wheat will exceed the normal year's domestic consumption and export by more than 35%, the Agricultural Adjustment Act provides that the Sec'y's findings must be proclaimed not later than May 15 and a referendum of wheat growers must be held between the date of proclamation and June 10. All farmers producing 200 bu. or more of wheat are subject to the quota and eligible to vote in the referendum. If more than one-third of the farmers voting oppose the quota, no marketing quotas shall be in effect and no loans can be made on wheat during that marketing year. If the farmers vote favorably and marketing quotas are put in effect, each producer can market without penalty a number of bushels equal to the normal production or the actual production, which

cannot be made legally where a receipt has been lost, without obtaining a court order.

## Social Security Taxes

All companies are subject to the Old Age Benefits tax of 2%. Companies having six or more employees during one day a week in twenty different weeks are subject to the Illinois Unemployment Tax. Such companies automatically come under the Federal Unemployment Act.

Companies having eight or more employees one day a week in twenty different weeks come under the Federal Unemployment Act. Officers, such as president, vice president, secretary, and treasurer are considered regular employees even though they receive no compensation.

Compensation, money or otherwise, should be reported. Employees living in company owned dwellings must include a normal rental as part of their salary, where no rent is being charged.

## Patronage Dividends

Patronage dividends are deductible from net income, for income tax purposes, only to the extent of the per cent of profit made on stockholders business unless the dividend is paid to all patrons alike. Companies operating on a tax exempt basis should exercise utmost care so as not to lose their exempt position.

Lawrenceburg, Ind.—The Southeastern Millers Ass'n elected the following officers at its recent annual convention: Norman Christley, Columbia, Tenn., president; Frank Hutchinson, Lawrenceburg, and Malcolm Fuhrer, North Vernon, vice-presidents; Gustave Breaux, re-elected sec'y.

ever is greater, of the farm acreage allotment.

A farmer who has kept within his wheat acreage allotment can market all he produces. A farmer who has exceeded his acreage allotment can market without penalty the normal or actual production of his acreage allotment whichever is greater. He may sell or feed the excess wheat produced by him by paying a penalty of 15c per bushel or he may store the excess under seal in accordance with the regulations of the Sec'y of Agriculture.

Cooperators will be able to secure a loan on their wheat. However, the non-cooperator or producer who has exceeded his allotment will be entitled to a loan value of 60% of that received by the cooperator on the amount of the excess wheat which he stores under seal.

Acreage allotments provided under the Act are enough for normal domestic consumption and exports. Decline in the export market has caused supplies to accumulate within the United States and the latest published data indicates a carry-over July 1, 1941, of 385,000,000 bus.

The Crop Reporting Board has reported that the acreage and condition of winter wheat on Dec. 1, 1940, indicates a winter wheat production next year, of approximately 633,000,000 bus. The average production of spring wheat for the past 10 years has been 184,000,000 bus. If weather conditions are normal between now and harvest, and if no further export movement develops, the total supply of wheat would be 1,217,000,000 bus.

The Act provides that the normal domestic consumption and export shall be determined on the basis of the average for the preceding 10 years, adjusted for current trends. Under the existing provisions of the Act, marketing quotas become mandatory when supplies are excessive. Even tho quotas should become effective, producers will still be able to market without penalty all they produce on their acreage allotments and will be required to store only the amount of production in excess of this amount, and since acreage allotments provide for normal domestic consumption and export, there would still be available all the wheat required.



## Ohio Farmers Association Endorses New Regulatory Feed Law

The Farmers Grain Dealers Ass'n of Ohio gathered 700 strong at the Secor Hotel, Toledo, Feb. 24 and 25, for its 26th annual convention. The new Federal Seed Law and proposed changes in the state feed laws were carefully discussed.

PRES. A. C. PATZER, Grove City, called the opening session to order in the Ball Room Monday morning, after invocation by L. R. Forsyth, Rawson.

GEORGE FORRESTER, pres. Toledo Board of Trade, extended a hearty welcome. Leo Cook, Monroeville, responded.

PRES. PATZER appointed a resolutions committee of Judge C. W. Palmer, Defiance, Louis Schmunk, Oak Harbor, and Wm. H. Kemmer, Hamler; and a legislative committee of Harry Lee, Fostoria; Chas. Latchaw, Fostoria, and A. C. Patzer, Grove City.

PRES. PATZER opened the afternoon session with his annual address, in which he said that the present state of the world affords the greatest opportunities of all times to cooperatives and farm organizations. He described totalitarian governments as the last resort of desperate peoples, and said that the cooperative movement could be one of the strongest factors in the preservation of democracy. He warned the delegates that this country is on the threshold of a shot and shell prosperity and that all must prepare for the slump that will follow. He urged cooperatives to strengthen their organizations and to spread the cooperative doctrine among young people. He also called attention to the dangerous grain surplus in America today and said the problem of its disposition was a matter for serious thought by every grain dealer and farmer.

A. L. BIBBINS, pres. G. L. F., Buffalo, in extending greetings to the delegates, stated that the saving grace of our capitalistic system rests in the cooperative effort of our citizens.

HAROLD G. HEDGES, Farm Credit Administration, Washington, talked on "Keeping Our Farmers Elevators Cooperative." He emphasized the necessity of getting the energy of youth into management. He advocated a program of accomplishment, revolving membership, capital, and directorate, and the withholding of earnings in the business to finance the purchase of interest of members no longer active.

F. L. KERR, V. P., Production Credit Corp., Louisville, Ky., explained how the facilities of the Corporation could be used by the farmers and indirectly by elevators.

N. M. SPOKE, Washington, D. C., outlined the provisions of the Wage and Hour Law and endeavored to answer the many questions put to him by the managers.

The annual banquet, which was held in the Ball Room of the Secor Hotel, taxed their facilities and additional tables were set up on the mezzanine. After an elaborate floor show the room was cleared and the delegates and their ladies danced far into the night. Buffet lunch was served thruout the evening.

### Tuesday Morning Session

B. A. WALLACE, extension economist of Ohio State University, in a summary of operations of 35 farmers elevators for 1940, stated that sales volume was up by an average of six per cent over 1939, with \$202,000 against \$190,000, with a net gain average of better than \$5000 a company. He predicted increased income for farmers for the next few years in direct relation to the national defense program, and warned both elevators and farmers

against long term commitments, or the incurring of burdensome debts.

STANLEY LEYBOURNE, Columbus, chief of the Division of Plant Industry, discussed the proposed bill to modernize and bring up to date the Ohio feed laws. -The bill would provide that fees from elevator license sales, analysis fees, feed and grain inspections, and other farm sources be placed in a special fund, created by the bill to improve the state dept. of agriculture's equipment and service to Ohio farmers. The proposed legislation also provides for the regulation of vitamin ingredients in feeds and other products.

E. M. ELLIS, Urbana, discussed the same bill and asked for criticisms and suggestions to be used in working the bill into final form.

J. D. HERVEY, sec'y, Louisville Bank for Cooperatives, reviewed the development of the cooperative movement and advised the elevators to qualify as true cooperatives in order to take advantage of the tax exemptions under the law and the credit facilities of the Co-operative Bank.

WILEY JACKSON, Holgate, discussed the new federal seed law and stirred up a tempest of criticism from dealers who insisted that the law should control transactions between farmers. Both Stanley Leybourne and C. N. McIntyre of the Ohio Agricultural Dept. recommended an educational campaign among farmers, as the only means of keeping them in line.

SECY LATCHAW, reporting for the legislative committee, reviewed the changes being made in the Ohio cooperative law to make it dove-tail with the federal law, and outlined the provisions of the changes being considered in the state feed laws.

The executive session Tuesday afternoon was given over to the business of the ass'n.

#### Resolutions Adopted

Resolved, That our Ass'n hold its business session on the first day of the convention and our banquet on the second day of the convention next year.

Resolved, That our Ass'n make every effort to cooperate with the Farmers National Grain Dealers Ass'n with a view to promoting co-operative effort among farmers' elevators throughout the nation.

Resolved, That we endorse the amendments as proposed to the Cooperative Marketing Law of Ohio now pending before our State Legislature.

Resolved, That the proposed regulatory feed

law be enacted for the protection of Ohio feed consumers.

Resolved, That our Ass'n go on record to take an active part in promoting an educational program disseminating to farmers and the country grain trade the necessity of selling and using clean seeds.

Resolved, That we favor an amendment to the Unemployment Compensation Tax Law which provides for a discontinuance of payments by employers having a credit to their account of 10% or more of their annual payroll, instead of having to contribute to 15% as the law now provides.

OFFICERS ELECTED were: Pres., Alfred P. Eier, Nevada; 1st V. P., O. J. Jeffrey, Paulding; 2nd V. P., A. C. Patzer, Grove City; Directors for 3 years, N. G. Bennett, McComb; W. G. Guscott, Olmstead Falls; and L. C. Schmunk.

### Toledo Convention Notes

The Ohio Dept. Mill Mutuals, represented by J. W. Huntington, G. N. Arnold, R. S. Castle, J. G. Svehla, W. J. Bentz and L. H. Tope, handled the registration and furnished the badges.

Sidney Grain Mchy. Co. ground and mixed feed on a model hammer mill and mixer. Carl Berger, W. M. Short, and Henry Miller were in charge.

Seed Trade Reporting Bureau, with R. P. Reid in charge, exhibited a Steinlite Moisture Tester and Mangelsdorf Germinator.

Fairbanks, Morse & Co., represented by W. V. Krepps, Clark Wells and Chas. Meyers, showed scale parts.

Edw. J. Funk & Sons displayed samples of hybrid seed corn, with B. J. Funk and Wm. H. Stottlemeyer in charge.

Produlac kept open house, where Chas. Devers was the gracious host.

Bob Crawford was on hand with Oyster Shell cigars.

Swift & Co. displayed soy cake and meal, with Sam Hollett in charge, and fertilizer under the direction of B. F. Beck.

## Conflict of C.C.C. Contract with Dakota Law

The Board of Railroad Commissioners of North Dakota in its 1940 report to the governor states that:

For the coming crop year the Commodity Credit Corporation requires all qualifying warehousemen to enter into a contract with the Federal Department of Agriculture. This contract in some respects runs counter to our state laws governing warehousemen, and places this Commission in an embarrassing position, since insistence on observance of the law will undoubtedly cause withdrawal of the loan service.

In 1899 a law was passed requiring public warehousemen to pay taxes on all grain in stock as of assessment date and providing that all taxes paid on stored grain be spreading on same pro rata and would constitute a lien on same. In 1907 a new tax rate on grain was established by law but no mention was made therein as to warehouseman's lien. The Commodity Credit Corporation now advances the theory that no tax can accrue against stored grain where the storage receipt is held by that agency as collateral for loan. Consequently our warehousemen are now compelled by our laws to pay taxes on the property of others with no chance for reimbursement in the great many cases where these government loans have been received by the receipt holder.

The Federal Trade Commission is without authority to regulate business activities within a state, ruled the Supreme Court of the United States last month in the case of Bunte Bros., candy manufacturers, holding that Congress had failed to act on a proposal to grant it authority over transactions affecting commerce. Three justices dissented. It is expected the F. T. C. will ask Congress to enact a bill granting power.



Alfred P. Eier, Nevada, elected president by Ohio Farmers Grain Dealers Ass'n.



# Rail Freight Rates and Seed Laws Discussed by Hoosiers

Railroad rates, seed laws, hybrid corn, and high taxes were keynote discussions before the 26th annual convention of the Farmers Grain Dealers Ass'n of Indiana, which drew 150 delegates to the Spencer Hotel in Marion, Feb. 26 and 27.

## Wednesday Morning Session

VICE PRESIDENT PAUL R. DAWSON, Wolcott, presided at the opening session Wednesday morning, and asked all to stand in tribute to Frank Pyle, Van Buren, the ass'n's president, who passed away Feb. 7.

"If Frank could have left a message," he said, in eulogizing the ass'n's deceased head, "it would have been to express the wish that we go on without him just as tho he were here.

"We are nearing another war," continued Mr. Dawson. "Already we have gone deeply into debt. Taxes will continue to climb to pay for our preparedness program.

"Do not be surprised if government officials enter your places of business and demand to see your books. New and larger sources of government revenue will be sought. We are faced with taxes and more taxes, and we have greater need than ever today for this and other trade ass'ns, which offer the only protection available to us."

SEC'Y W. L. WOODFIELD, Lafayette, read the minutes of the last convention, which were accepted.

VICE PRESIDENT DAWSON appointed the following com'tes:

Nominating: L. Frank Clupper, Rich Valley; C. E. Robinson, Medaryville; John Grogan, Ambia; H. Tyler, Lowell, and R. G. Wiggins, Lafayette.

Resolutions: F. A. Dahl, Lowell; Walter Penrod, South Whitley, and Everett Daily, Remington.

## Federal Income Taxes

R. M. HARRIGAN, Marion, called attention to the sharp increases in income taxes as income climbs upward, and to new revenue acts which have been placed on the statute books.

In July, he said, you are permitted to choose your own valuation of capital stock for income tax purposes. It may be the book value, it may be the sale value. The valuation to select is the one that will give you a 10% exemption on your final corporate income tax payment.

The Revenue Act of 1940 allows a \$5,000 limit of income before the tax rate begins its spiral upward. The tax rate climbs with each additional \$10,000 of income until it is 24% on incomes of more than \$25,000 net.

Corporations will face a new tax on surplus of capital held above needs, and total taxes for some may amount to 74% of net revenue.

"A new federal income tax is in the making," said the speaker. "New sources of government revenue will be sought. Taxes are going up."

## Wednesday Afternoon Session

VICE PRESIDENT DAWSON presided at the second session.

H. R. GOLDTHWAITE, president of the Greater Marion Ass'n, warmly welcomed the delegates.

## Indiana's Seed Law

A. S. CARTER, Purdue University, spoke on seed laws, pointing out that the federal law supports Indiana's state seed law by making the Indiana list of primary and secondary noxious weeds applicable to sales of seeds in Indiana.

"The Indiana seed law," he said, "is primarily a correct labeling law. It requires the name

and address of the responsible vendor and full information regarding purity, germination, and noxious weed seeds to be shown on the label of seed offered for sale.

"Whether or not a seed comes under the law," he declared, "depends upon whether it was sold 'for seeding and sowing purposes.' Occasionally a farmer buys soybeans or oats for feed, then uses them for seed. Such seed would not come under the law. But if he asked for seed soybeans or seed oats in the first place, and the vendor knew they were to be used for seed, Indiana's correct labeling law would apply.

"Untested seed oats and small grains spread more weed seeds than all other field seeds put together. Elevator operators should recognize that cleaned and tested seed oats are worth more money and make better returns not only in the original sale, but in the volume and quality of grain purchasable from the farmer when the crop is harvested. If you sell clean seed in the first start you won't have to buy weeds back."

## Transportation Is Vital

DON JONES, Kankakee, Ill., spoke vigorously and feelingly on transportation as related to the grain business.

"Without rights and subsidies," he said, "our great rail transportation system could not have been built. But these abnormalities have not been removed and they are growing more and more oppressive on the grain trade.

"Motor transportation is here to stay. Rail freight rate structures must be revised to meet this competition and to remove the half rail, half truck transport situation that handicaps the grain trade. Instead of placing burdens on the trucks, remove the burdens and the dead wood that weighs down rail rates and both the rails and the grain elevators will be able to operate more successfully.

"This procedure benefits the producer. Competition in the grain trade forces payment of the highest possible prices for the farmer's grain, which passes along any savings.

"The fight for lower freight rates is not easy. Inevitably some grain dealers will suffer from inequalities. I urge these not to interfere with savings granted others, but to bide their time until new rates are established, and they can ask similar reductions from their own stations. If grain shipping can be held to the rails, grain elevators will do business; if it passes to the trucks, the elevators also will lose."

## Insurance Protection

F. T. B. MARTIN, Omaha, Neb., explained various types of insurance available to eleva-

tors, including title insurance, burglary, and public liability.

"Title insurance," he said, "protects the elevator from serious loss thru unwitting purchase of stolen grain or grain covered by a mortgage or lien. Elevators must assume 20% of the risk covered by title insurance. This keeps managers alert and prevents careless buying.

"Most accidents result from carelessness. Guards should be erected around machinery, and every elevator should have a first aid kit and someone who knows how to use it."

## Banquet

THE ANNUAL BANQUET was held Wednesday evening, with tender chicken as the important course. A party spirit was engendered by colorful paper hats and noise makers placed at each plate by the Hoosier Soybean Mills.

Entertainment was a series of singing, speaking, and dancing acts stage-managed by Bob Butler.

PROF. ROBERT PHILLIPS, of Purdue University, was the after dinner speaker, with The American Way as his subject. "History proves," he said, "that the American way has always been generous, that all the wars which we have fought have been fought for democracy. We asked no commercial gain."

## Thursday Morning Session

VICE PRESIDENT DAWSON presided at the third and closing session.

## United Buying

WALTER PENROD, South Whitley, spoke on united buying efforts among elevators, covering the history of elevator service companies in Indiana, and pointing to the growth of the present organization, and the patronage dividends it pays, as a measure of its success.

## Growth of Cooperation

HAROLD HEDGES, of the Farm Credit Administration, Washington, D. C., traced the growth of cooperative institutions in England and in the United States.

Sound principles of cooperative effort he named as: one member, one vote; the patronage dividend; cash trading for equality among members; revolving capital and revolving membership to keep control in the hands of the producers. "Cooperation," he said, "is a means to an end, not an end in itself. It is economic democracy in action. Only the free can cooperate."

## Hybrid Seed Corn Has a Future

HARRY S. BREWER, Delphi, Ind., drew heavily on his sales experience with Edw. J. Funk & Sons to promise a glowing future for hybrid corn. "Experimental work is not done," he declared. "Plant breeders are developing new inbred lines. They are crossing inbreds and breeding the cross back to inbreds to cor-

## Directors Farmers Grain Dealers Ass'n of Indiana 1941-42



Left to right: K. R. Applegate, Winamac; John Grogan, Ambia; Walter Penrod, South Whitley; F. A. Dahl, Belshaw; Paul R. Dawson, Wolcott; W. L. Woodfield, Lafayette, and L. F. Clupper, Rich Valley, pleased with ass'n exchequer.



ct deficiencies and improve both yield and quality.

"We are trying to put vitamins in corn today. When success crowns our efforts, a great step forward will have been taken. In Iowa we have discovered that soft varieties of hybrids have 5% more feeding value than harder varieties. There is much work to be done along this line. "Most complaints about hybrids arise from use of the wrong number for the field. Little differences in soils, in fertilization, and in rotation make differences in the production of hybrids. The hybrid seed must be adapted to the conditions under which it is expected to grow. "The farmer himself can do more than anyone else to help select the proper hybrid numbers for use in his fields. If he will give the dealer the facts about his fields, the dealer will be able to recommend the proper number."

#### Resolutions Adopted

THE RESOLUTIONS com'tee offered and the convention adopted unanimously the following resolutions:

##### Elevators in National Economy

WHEREAS, several tax raising bills have been proposed in Congress to increase farm income to parity prices for basic agricultural commodities, be it

RESOLVED, that this ass'n favors a fair and equitable law that will permit economic use of established facilities which have proven to be most efficient as a means for handling grain.

##### Local Tax Consumption

WHEREAS many present laws calling for increased expenditures have been effected thru the efforts of groups and community organizations; and

WHEREAS the National Defense program calls for expenditures on a national scale which will materially increase taxes already far too high, be it

RESOLVED that the members of this ass'n use their influence in their home communities to refrain from petitioning or demanding state or federal government built or sponsored non-essential projects which will cause increased cost of government and that our state legislators be asked to practice economy.

##### Frank Pyle

WHEREAS our Heavenly Father in his wisdom has seen fit to take from our midst our esteemed president and co-worker, Frank Pyle, RESOLVED that we extend to the bereaved family our deepest sympathy and condolence.

##### New Officers Elected

ELECTION placed as directors for three

year terms: K. R. Applegate, Winamac; W. L. Woodfield, Lafayette, and John Grogan, Ambia. Walter Penrod, South Whitley, was elected to fill the unexpired term of Frank Pyle, deceased. Holdover directors are L. F. Clupper, Rich Valley; F. A. Dahl, Belshaw (Lowell p. o.), and John L. Cruea, Chalmers.

Adjourned *sine die*.

THE DIRECTORS of the ass'n elect their own officers. At a meeting immediately following adjournment, the directors deferred this action until another meeting, continuing until then Paul R. Dawson, Wolcott, as vice president, and W. L. Woodfield, Lafayette, as sec'y-treasurer.

#### Exhibits

Several exhibitors put up displays of their merchandise in the ante-room to the convention hall. Among them were:

BENTON COUNTY HYBRID SEED ASS'N: Hybrid seed corn, shelled and in the ear; ribbons won for excellence of product; sacks and bags bearing the ass'n brand.

EDWARD J. FUNK & SONS: Shelled corn and ear corn samples of Hoosier-Crost hybrid seed corn, showing effect of grading; a sample sales case; literature.

SIDNEY GRAIN MACHINERY CO.: Literature on the Sidney line of elevator and feed mill machinery, including sketches of the new Sidney electric manlift. Pencils and note pads given away.

McMILLIN FEED MILLS, INC.: A large, electric, photo display stand showing pictures of McMillin feed and soybean plants, and results of feeding Master-Mix feeds.

GOODRICH BROS. CO.: Sacks of Good-Rich poultry, hog, and cattle feeds.

#### Attendance at Marion

A full representation of the supply trade as well as managers of elevators appeared at Marion for the convention. Here is the record:

SEEDS: Gene Floyd, Chicago; F. W. Mooney, Wabash; C. C. Major and Evan Kendall, Carmel; Howard Meyers and G. R. Straub, Crabbs-Reynolds Taylor Co., Crawfordsville; T. H. Beeson, Crawfordsville; Guy Davis, Lebanon.

HYBRID SEED CORN: Charles Maddox, Earl Van Natta and Herb Edwards, Benton

County Hybrid Seed Ass'n; Harry S. Brewer and Charles Dienhart, Edward J. Funk & Sons.

INDIANAPOLIS: W. D. Pitt, M. D. Guild, Lew Hill and Chas. S. Weirick.

FERTILIZER: Geo. S. Kingsbury, R. Northan, E. Johns, S. Clock, J. I. Mills, W. T. Cummings, F. Schmidt, M. F. Gilgrist, H. W. Dice, C. W. Ferguson, E. Pearson and H. W. Allen.

ELEVATOR AND FEED MILL MACHINERY: Walter Crump and Howard Heminger, Howe Scale Co.; Carl Berger and L. A. Windle, Sidney Grain Machinery Co.; C. W. Gottman, Prater Pulverizer Co.; C. S. Cole, C. L. Hisey, Harry Katz, W. W. Pearson.

CHICAGO: D. W. Jones, Lowell Holt & Co.

FEEDS: Del Seaman, Harry Cooper, A. B. Polstra, Don Burres, A. C. Thomas, Claude Decker and C. C. Barnes.

SOYBEAN PROCESSORS: John H. Caldwell, Jr., G. H. Schooler, B. A. Townsend and H. H. Richardson.

CORDAGE: Lloyd Rumsyre, Columbia City.

INSURANCE: A. E. Leif, Grain Dealers Mutual Fire Insurance Co. This company supplied the attractive badges worn by each delegate.

OTHER ASS'NS: Fred K. Sale, sec'y, and Carl T. Wilson, president, of the Indiana Grain Dealers Ass'n.

OHIO: Geo. Forrester, Van Wert.

MANAGERS of farmers elevators and independent shippers present included: John Grogan, Ambia; Ronald Ankerman, Amboy; F. A. Dahl, Belshaw; H. C. Greer, Columbia City; John Cruea, Chalmers; Chris R. Bahler, Galveston; John Witte, Hoagland; H. M. Bonewitz, Huntington; W. L. Woodfield, Lafayette; Orville Ransey, Lafontaine; Lester DePoy, Lincoln; C. W. Shuman, Logansport; H. G. Tyler, Lowell; Sidney Cress, Marion; C. E. Robinson, Medaryville; Roy Camp, Monticello; David W. Crutchfield, Raber; Everett E. Daily, Remington; L. F. Clupper, Rich Valley; J. D. Swoverland, Santa Fe; J. R. White, Shideler; Clyde Ogan, Treaty; Leroy Eppley, Wabash; J. W. Lightfoot, Warren; Claude C. Barnes, Winchester; Paul R. Dawson, Walcott; and H. L. Welch, Yorktown.

Chicago, Ill.—The annual Chemurgic Conference of Agriculture, Industry and Science will be held at the Stevens Hotel, Mar. 26-28. A soybean session, scheduled for the afternoon of Mar. 28, will hear talks by Dr. P. L. Julian, Cleveland, O.; George Strayer, executive sec'y, American Soybean Ass'n., Hudson, Ia.; J. B. Edmondson, Clayton, Ind.; Prof. Keller Beeson, Purdue University, Lafayette, Ind., and Walt Flumerfelt, Waterloo, Ia.



Among speakers at Marion, Indiana, convention were (left to right): A. S. Carter, Purdue University, Lafayette, Ind.; Don Jones, Kankakee, Ill., and Walter Penrod, South Whitley, Ind.



## Grain Shipping Books

**Railroad Claim Blanks** duplicating, three different books, five forms, 8½x11 in., \$2 each book, plus postage.

**Shipping Notices** duplicating, 50 originals of bond paper, 50 duplicates, press board cover, 5½x8½ inches, weight 8 ozs.; 2 sheets of carbon. Price 70 cts. plus postage.

**Shippers' Certificate of Weight** duplicating, 75 originals of bond paper, 75 duplicates. Press board hinged back covers, three sheets of carbon, 4½x9¾ inches, weight 11 ozs. Price 95 cts., plus postage.

**Grain Shipping Ledger** for keeping a complete record of 4,000 carloads. Facing pages are given to each firm to whom you ship and account is indexed. Book contains 80 double pages of ledger paper with 16-page index, size 10½x15¾ inches, well bound with black cloth covers and keratol back and corners. Weight, 4 lbs. Order Form 24. Price, \$3.50, plus postage.

**Shippers Record Book** is designed to save labor in handling grain shipping accounts and provides for a complete record of each car shipped. Its 80 double pages of ledger paper, size 9¼x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of each shipment. Bound in heavy black cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$2.50, plus postage.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double; left hand pages are ruled for information regarding "Sales" and "Shipments"; right hand page for "Returns." Column headings provide spaces for complete records of each transaction on one line. Book contains 80 double pages of ledger paper, size 10¾x16 inches, with 8-page index. Spaces for recording 2,200 carloads. Bound in heavy gray canvas with keratol corners. Weight, 3¾ lbs. Order Form 14AA. Price \$3.35, plus postage.

**Record of Cars Shipped** facilitates keeping a complete record of cars of grain shipped from any station, or to any firm. It has column headings for Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. Book contains 80 double pages of ledger paper, size 9½x12 inches, with spaces for recording 2,320 carloads. Well bound in heavy black pebble cloth with red keratol back and corners. Shipping weight, 2½ lbs. Order Form 385. Price \$2.50, plus postage.

## Grain & Feed Journals

CONSOLIDATED

332 South La Salle St., Chicago, Ill.

## Amendments to the Excess Profits Tax Explained

By J. S. SEIDMAN, C. P. A.

The new amendments to the excess profits tax law enacted last week have been hailed for easing the tax burden on corporations. Some of the amendments do have that effect, but it is probably not appreciated that many of the changes will increase, rather than decrease, a corporation's 1940 tax.

The tax reducing items: The basic rule remains the same, that allows exemption for either 95 per cent of the average earnings in 1936-1939, or 8 per cent of the capital investment in 1940. However, under the original law, a corporation was bound by its selection of one of the methods in its return, even though it later turned out that the other method would result in less tax. Under the amendments, the method that results in the smaller tax will *always* apply.

One amendment, available to all corporations, "growth" or otherwise, is that instead of taking a straight average of earnings for 1936-1939, a favorable trend of earnings will be specially recognized. If the total earnings for 1938 and 1939 are higher than the total earnings for 1936 and 1937, then not only will the exemption be figured by reference solely to the average of the 1938 and 1939 earnings, but also in arriving at the average, the total 1938 and 1939 earnings are *increased* by the amount that they *exceed* the total earnings for 1936 and 1937.

Another change that works to the benefit of the taxpayer is one that makes it unnecessary to take into consideration, in arriving at the 1936-1939 earnings, abnormal expenses of those years. In the original law, adjustment could be made only for two specified types of abnormal expenses. The amendments make it possible to eliminate *abnormal deductions* of any character.

Also on the credit side is the provision that permits a corporation to use the earnings during 1936-1939 of a predecessor partnership or proprietorship. Originally, *only* the earnings of corporate predecessors could be used.

An aid to corporation is also contained in the amendment that permits allocation to other years of all abnormal income of 1940, and not only of the six types of abnormal income specified in the original law.

Savings in 1941 and 1942 will come about by reason of the amendment that makes it possible to use in those years, without restrictions, any unused exemption of 1940. Under the original law, the unused exemption could be carried forward only to 1941, and then only if 1941 income was less than \$25,000.

Now for the dark side. Originally, a corporation could get special relief from any abnormality affecting its capital. That relief is eliminated by the amendments. Now the only special relief afforded is where there is something out of gear with the 1936-1939 earnings because the business has since undergone a change in character, capacity, etc., or because something unusual impeded normal operations in 1936-1939, like a fire or strike. The relief that can be obtained is the use of 1936-1939 earnings correcting for these factors.

However, no relief is available, under the amendments, where only 10 per cent of the tax can be saved by relief. Furthermore, the relief cannot reduce the excess profits tax below 6 per cent of the income for regular income tax purposes. The original law contained no such restrictions on availability or extent of relief.

Working against the taxpayer is also the way the adjustment is to be figured in the case of an item of abnormal income in 1940. In the original law, the full amount of the item was allocated to the years it belonged. Under the amendments, the allocation is made only of the abnormal portion, which means *only* that part that exceeds 125 per cent of the average amount of the same type of income in the four preceding years. Furthermore, deductions applicable to the abnormal income must be propor-

tionately taken out of 1940 and allocated to the other years. Under the original law, the deductions stayed put and only the gross income was shifted.

Finally, under the original law, the correct amount of the 1936-1939 earnings and the correct amount of the capital investment controlled the 1940 tax computation. If the correct figures meant a different handling from the income tax treatment in the past, the old years, otherwise closed by law, were not raked up. The amendments, however, reopen all years back to 1911 and call for an additional tax plus interest, or refund of tax plus interest, resulting from the correction. There will be an additional tax where items like advertising and good will expenditures were treated as tax deductions in prior years but are now treated as capital items for those years.

## Avoiding Overtime Pay

By contracting with employes an employer can avoid paying the employes time and a half for overtime, under a recent Texas U. S. District Court decision.

The employer in this case entered into individual contracts with a group of his employes. These employes agreed to work at a basic hourly rate of pay equal to the legal minimum under the Wage-and-Hour Law. The understanding was that the employes would receive time and one-half this basic rate of pay for overtime. Each employe was given a bonus in the amount of the difference between his earnings under the new agreement and the salary he was earning before entering into the new agreement. This amounted to a guaranty of a fixed weekly wage with an understanding that overtime need not be paid at one and one-half times an hourly rate based upon the regular weekly wage.—*A. H. Belo Corp. v. Street*, U. S. Dist. Ct. Northern Dist. of Texas.

If upheld by the higher courts this decision will nullify the interpretation by the Wage & Hour Division. Altho the district court has a sound basis for its decision it is by no means certain that the Supreme Court as at present constituted will affirm it.

## The Weighman's Responsibility

William P. White, chief weighmaster for the Toledo (Ohio) Board of Trade, has a way of impressing weighmen with the importance of their jobs, and the need for unbiased, accurate care in balancing the weighbeams, in seeing that cars and hoppers are properly cleaned out, and in seeing that the weighbeam figures are accurately read and recorded.

"How long," he will say to a weighman, "does it take you to weigh a carload of wheat?"

In the case of some of the modern, fast handling terminal elevators, the answer is apt to be, "About 7 minutes."

"And what would be the average net weight of a carload of wheat?"

"About 90,000 lbs."

"Transposed into bushels that would be 1,500 bus., wouldn't it?"

"That's right."

"And if a bushel of wheat were worth 75c, that would be \$1,125, or more than \$1,000 per car. So you are measuring out over \$1,000 in the 7 minutes it takes you to weigh a carload of wheat." This usually causes the weighman to blink a time or two, as the magnitude of his responsibility is realized.

"I stopped at the bank this morning, and had a \$10 bill changed," continues Mr. White. "The teller counted out 10 one-dollar bills. Then he picked up the bunch of bills, and I thought he was going to hand them to me. But he didn't. He first counted them again, just to be certain."

"I just want to point out to you that you are measuring out \$1,000 bills, and that you therefore have 1,000 times as big a reason to be accurate as that bank teller."



# Grain and Feed Trade News

Reports of new elevators, feed mills. Improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## ARKANSAS

DeWitt, Ark.—The Farmers Elvtr. Co., recently organized, plans construction of a 100,000-bu. elevator on the Co-op. Buyers Ass'n grounds, with which it is affiliated.

## ARIZONA

Phoenix, Ariz.—House Bill H-210 introduced Feb. 20, commercial feeds—to provide for the licensing of sellers, manufacturers and handlers of commercial feed.

## CALIFORNIA

Escondido, Cal.—W. L. Houghton is no longer managing the Quality Feed Store.

Los Angeles, Cal.—Tom S. Maben is no longer with the San Joaquin Cotton Oil Co. here.

Riverside, Cal.—Ray Hoagland, Valley Feed Mills, recently sold that old established business.

San Bernardino, Cal.—O. A. Peterson, Independent Feed Fuel Co., has sold out and retired from the feed business.

Sacramento, Cal.—Senate Bill 622, pertaining to labor, and A-2469, pertaining to government efficiency and economy have been introduced.

Imperial, Cal.—The Central Valley Feed plant was damaged by fire Feb. 17. Cause of the fire was attributed to faulty wiring or overheated machinery.

Los Angeles, Cal.—Harry R. Snow, owner of the Snow Brokerage Co. and member of the Los Angeles Grain Exchange, died Feb. 6. He had been ill for the past year with a heart ailment.

San Francisco, Cal.—The California Hay, Grain & Feed Dealers Ass'n will hold its annual convention here Apr. 24, 25, 26. The opening day will be given over to sports and a get-together general assembly that night. The main convention program with the annual banquet and entertainment will be held Apr. 25. The new board meeting will be held Apr. 26, the final board meeting of the present board to be held at noon Thursday, Apr. 24. Convention committees to take full charge of the program, events and entertainment will be appointed soon. Pres. Walter J. Jensen urges that the keynote of this year's meetings be group analysis and discussion of "overhead" and how to best meet cost increases because of the swiftly increasing costs these past few years. He plans to submit definite "cost" facts based on actual experiences of the average general feed and grain business, in his annual address. I. J. Stromnes is sec'y of the Ass'n.

Sacramento, Cal.—Several bills, introduced recently, of interest to grain men, follow: A. B. 2052—Desmond: Covers liens of producers of farm products sold "processors" which law does not include hay, grain, dried beans, seeds. "New Value" redefined, includes property advances.—Warehousemen: A. B. 1086—Dilworth: Deletes present maximum individual whse. operator license of \$150. Adds inspection fee of 5c a ton on grain stored, to be used for increased weevil control inspections, etc. Includes this fee in legal tariff with warehouse receipts showing this a regular part of storage charge. San Francisco Grain Exchange in conference with Department officials tentatively agree to amend down to 3c a ton, and other special amendments, and are contacting other groups on this bill.—Hay-Grain: S. B. 1006—Garrison: would require dealers, as crop buyers who are now licensed under the Commission Merchant Act, to carry a \$5,000 bond. The licensees to be bonded would include dealers, brokers, and also agents.—S. B. 1006—Garrison: Requires \$5,000 bond from licensed dealers, brokers and agents as well as from commission merchants under the Produce Dealers Act. Affects buyers hay, grain, and their agents.

Oakdale, Cal.—Nearly \$500,000 represented the 1940 earnings of the feed department of Poultry Producers of Central California, a report from John Lawler, general manager, stated. These earnings will be distributed to members of the co-operative organization.

Sacramento, Cal.—At this session of the legislature we will ask that itinerant merchants shall be prohibited from operating at the same time as "contract" or "common" carriers. They have been working toward this in Washington state, and we think they are on the right track.—I. J. Stromnes, sec'y California Hay, Grain & Feed Dealers Ass'n.

## CANADA

New Westminster, B. C.—R. L. Davis has been appointed to take charge of the Brackman-Ker Milling Co.'s dairy feeds and service branch.

Toronto, Ont.—R. R. Gilbert, widely known in the feed trade, has been appointed manager of the feed department of R. C. Pratt, flour and feed broker, with headquarters at the local offices.

Fort William, Ont.—Federal Grain, Ltd., is planning construction of distress grain storage capacity to the extent of 7,500,000 bus. at the Northwestern elevator. Cost of the project is estimated at about \$700,000. There will be a large single story wooden structure built, to be filled with grain from the top of the structure. Construction will start early this spring. The Northwestern elevator has a storage capacity of 3,000,000 bus. and the distress storage will bring the storage capacity up to 10,500,000 bus.

Fort William, Ont.—The Searle Terminal, Ltd., will start construction of distress grain storage space for 4,000,000 to 5,000,000 bus. as soon as weather conditions are suitable. L. C. Irwin, manager, has announced. The new structure will be erected immediately west of the elevator's main office and will be filled and unloaded from the present Searle conveying machinery. The building will be under one roof, and will be 336x544 ft. in size. It will be an entirely frame structure with handling machinery located in the cupola.

Fort William, Ont.—The N. M. Paterson & Co., Ltd., will start at once on construction of a 2,000,000-bu. storage structure, to cost in the neighborhood of \$200,000. It will be connected with the company's existing elevator by means of a belt conveyor and will be 180x400 ft. in size, with a catenary roof, of cable construction with galvanized iron sheeting. The grain will be loaded into the building by means of a conveyor belt at the top, and will be taken out thru a tunnel extending down the middle of the building, slightly below the level of the ground. A concrete floor 6 inches thick will extend over the entire area of the building. The walls, made of wood, will be 26 ft. high at the edges. Cuyler C. Adams, formerly chief engineer of the Fegles Const. Co., will supervise the construction.

Port Arthur, Ont.—Nine elevator companies will erect temporary grain storage here totaling more than 28,000,000 bus., it has been announced. Cost of the bin construction will aggregate about \$2,250,000, and will start as soon as weather conditions will permit. Most of the companies will construct their temporary storage on city-owned lands, on an arrangement approved by the city for leasing the property on a five-year term. The companies and amount of storage they propose to build have been listed as follows: Saskatchewan Pool Terminals, Ltd., 10,000,000 bus.; United Grain Growers, Ltd., 4,000,000 bus.; Alberta Wheat Pool, 4,000,000 bus.; Manitoba Wheat Pool, 2,000,000 bus.; Eastern Terminals, Ltd., 3,000,000 bus.; Reliance Grain Co., 2,000,000 bus.; Canadian Government elevator, 1,750,000 bus.; Thunder Bay elevator, 1,000,000 bus.; Parrish & Heimbecker Co., 600,000 bus. All of this storage will be temporary timber buildings.

Port Arthur, Ont.—Temporary grain storage to be built this year at the Lake Head probably will consist of 15 units almost identical in size and type of construction, total capacity about 50,000,000 bus., John Burton, superintendent of the Eastern Terminal elevator, told Port Arthur Rotary Club recently. Each of the huge timber bins will be approximately 144 ft. wide, with side walls 24 ft. high and the ridge of the roof about 55 ft. high. The length will depend upon the storage capacity desired. A building of this type and 300 ft. long would store about 1,000,000 bus., Mr. Burton stated.

## ILLINOIS

Flat Rock, Ill.—Fire recently destroyed the feed mill of Smith & Short.

Cissna Park, Ill.—William Vogel has sold his feed business to Albert Hofer.

Springfield, Ill.—House Bill 123 and H. 124, pertaining to industrial affairs, have been introduced.

Edwardsville, Ill.—The plant of the A & B Feed & Seed Co. was damaged by fire of unknown origin Mar. 3.

Jamaica, Ill.—Jamaica Farmers Elvtr. Co. is putting in a 30-ton Fairbanks Truck Scale with 34x10-ft. scale platform.

Melvin, Ill.—The sills in the driveway of the Arends & Son's elevator gave way under a truck loaded with 299 bus. of corn Feb. 15.

Carthage, Ill.—The Carthage elevator and mill recently installed a new 3,000-lb. high speed feed mixer replacing the former 2,000-lb. mixer.

Ashton, Ill.—Nathan Sword has been made manager of the local elevator of the Lee County Grain Ass'n. He has been employed in the local elevator for some time.

Springfield, Ill.—Buyer of a business subject to the Illinois Unemployment Compensation Act may become personally liable for any money the seller of the business owes to the State under this law.

Woodland, Ill.—Squire Cavitt, who has represented Chicago Board of Trade receivers for the last 20 years, has become associated with E. F. Havey, and will travel Illinois, Indiana & Iowa. Squire wears no vest—he can't get one to fit.

Steward, Ill.—E. M. Hanson, formerly manager of the Lee County Grain Ass'n's elevator at Ashton, has been appointed manager of the local elevator purchased at auction sale by the Ass'n Feb. 10. He took over his new duties Mar. 1. The Ass'n had leased the elevator for 16 months prior to buying it.

Easton, Ill.—Easton Farmers Grain Co. has completed installation of a new explosion-proof fan cooled motor and motored reducer in its elevator head. Other improvements recently made at the plant include new foundations built under bins and installation of new electric wiring. The Eikenberry Const. Co. did the work.

Donnellson, Ill.—Formal opening of the Donnellson Grain & Supply Co., recent purchaser of the Donnellson Equity Elevator, was held Feb. 28. Jack Howard is manager of the new firm. All of the business concerns here were included in the day's celebration which was designated as Donnellson Day. Lunch was served at noon; free moving pictures were enjoyed in the afternoon.

Springfield, Ill.—The Illinois Supreme Court recently ruled that the sale of seeds to persons who plant them for agricultural purposes comes within the scope of the state sales tax. It reversed a decision of the Superior Court which upheld the contention of N. Sluis & Sons, Chicago, that the sale of seeds to commercial growers was not for retail consumption but for resale and therefore was not taxable. A petition of rehearing will be filed and an effort made to set aside the ruling and sustain the trial court.



LaHarpe, Ill.—Bill Elder has bot the Shriver building and moved his LaHarpe Feed Store there. There is ample room for his stock of feed and the mill is well taken care of in the south end of the buildings where the elevators and hoppers are located. A truck can be driven in, loaded or unloaded under cover. The building is built of hollow tile and has a cement floor.

Decatur, Ill.—Allied Mills, Inc., is moving its divisional headquarters for four states here. I. E. Harrod, district sales manager, will be in charge of the new office, with A. A. Siebenthal as assistant manager of sales and Herbert Hoemann, assistant manager in charge of company-owned operations. The company has been in the grain and feed business for 30 years and operates seven processing plants, located at Taylorville, Peoria, East St. Louis, Omaha, Neb., Fort Wayne, Ind., Buffalo, N. Y., and Portsmouth, Va.

Lyndon, Ill.—The Rock River Lumber & Grain Co. has purchased the Lyndon feed mill from John Attig, taking immediate possession. Paul Roman, who has been a yard man at the Rock River Lumber & Grain Co.'s lumber and grain establishment, is operating the feed mill temporarily under the supervision of the new owner. The firm is prepared to do custom grinding and a complete stock of basic and commercial feeds will be kept on hand at the mill in addition to its other feed stock. The mill is being remodeled and additional machinery will be added, among the latter a 1-ton feed mixer.

Springfield, Ill.—House Bill No. 80 and Senate Bill No. 24 would amend the Illinois Compensation Act to bring all employers of one or more persons under the act. It now applies only to employers of six or more persons. Under the present amendments, no employer would be exempt from the unemployment compensation law; it would even apply to farmers and farm help, requiring the farmer-employer to pay the tax and qualify his farm help for benefits. House Bills 123 and 124 require employers to pay a minimum of 30c an hour and requires time and one-half for overtime in excess of 40 hours per week. They would apply to all occupations and do not contain any exemption for agriculture or other industries which are exempt from the Federal Wage and Hour Act. The net is being drawn tighter and tighter about the throat of industry; the little fellow with limited fields and income cannot survive. Employers of six or more persons have had to adjust themselves to the existing law. Now comes the proposed change to include all employers of one or more persons under the act, making no exceptions as to occupation, which places a hardship on many unable to bear it. The country grain elevators will find it so. The Illinois Grain Dealers Ass'n is fighting their cause and if the above proposed bills are enacted into laws, will seek to secure exemption for them as given under the Federal Act. But why should these unwise bills be allowed to become law? Why should industry, big or little, be permitted to become the catspaw of unscrupulous bureaucrats? The time to stop the alarming tendency toward legalized slavery of business is when the vicious encroachments on its liberty are proposed as bills, and the way to stop them rests with every individual, employer and employee. Request your representatives to vote against the measures!

#### CHICAGO NOTES

L. A. Hurd died Mar. 10. He was a member of the Board of Trade.

The charge to the Board of Trade for additional rent for the year 1940 is \$477,815.60.

The annual convention of Millers National Federation is tentatively set for May 7-9 at Edgewater Beach Hotel.

Francis Steed, formerly connected with James E. Bennett & Co., for the past 23 years, became associated with Cereal Byproducts Co., effective Mar. 1.

The Board of Trade has posted for ballot an amendment to the rules permitting outside members of the exchange to vote by mail at the annual election of officers.

The minimum margins on the spreading transactions between different grains, and between different markets have been fixed by the Board of Trade as follows: On soybeans, 5c per bushel; on wheat, corn and rye, 3c; oats, 2c. No change was made on the minimum margin rates on transactions for the account of outsiders.

An amendment giving Board of Trade directors power to fix minimum margin requirements has been adopted and an amendment which fixes minimum service fees for members transmitting orders for other members has been voted on favorably. This minimum service fee will be 25c per 1,000 bus. of grain.

The Board of Trade has enlarged the pit for trading in soybean futures, effective Feb. 28. The old pit was rapidly outgrown as trading in soybeans has been relatively more active than in grains, volume of trade this month being in excess of 40,000,000 bus., largest record for any month since the inception of the market several years ago.

The following have been admitted to membership in the Board of Trade: William A. O'Brien, Chicago; Roy R. Neuberger, New York, N. Y.; Olin B. Robbins, Morris, Ill.; Louis A. Hurd, Chicago; Harry I. Warner, Chicago; Ardeis H. Myers, Chicago; Frank Hunter, Kirkland, Ill.; Edward D. Jones, Clayton, Mo.; Robert L. Turpin, New York, N. Y.; George B. Chipman, Washington, D. C.

Regulations 1016 and 1017 of the Board of Trade have been amended as follows: "1016. Board Com'ites.—The following com'ites each consisting of three or more members shall be Board com'ites: Claims & Insolvencies, Executive, Finance, Law, Membership and Rules." "1017. Members' Com'ites.—The following com'ites each consisting of three or more members shall be Members' com'ites but at least one member of each com'ite shall be a member of the Board: Business Conduct, Clearing House, Cotton, Cottonseed Oil, Floor, Grain, Market Report, Personnel, Provisions, Public Relations, Real Estate, Securites and Stock List, Soybean, To-Arrive Grain, Transportation, Warehouse and Weighing & Custodian."

The Board of Trade on Mar. 7 voted favorably on new contract grades deliverable on oats and rye future contracts, making them conform to new United States grade standards recently promulgated. Starting Mar. 1, old July and September rye futures may be traded in for the purpose of liquidation only. No new commitments in old rye contracts for delivery in July and September, 1941, will be permitted. The old oats contracts will be traded thru the life of deliveries. New contracts in oats and rye provide for the delivery of grades specified in the amendments just adopted. Special red oats are deliverable at the premium or discount shown for white oats of the same grade. The new rye differentials provide for the delivery of No. 2 rye at contract price, No. 1 rye at 1c over contract price, No. 2 plump rye at 2½c over contract price, and No. 1 plump rye at 5c premium.

The Illinois Grain Dealers Ass'n will hold its annual convention here in the assembly room of the Board of Trade May 12 and 13. Able and interesting speakers will be on the program, making this meeting outstanding in points of entertainment and instruction. The Cash Grain Ass'n of the board will do its best to provide an enjoyable outing for everybody in attendance. W. E. Culbertson, sec'y of the Illinois Grain Dealers Ass'n, urges all members to be present.

At the annual meeting of the Board of Directors of the Board of Trade Safe Deposit Co. held Feb. 19, the following were elected officers: Pres., G. W. Hales; 1st v.-pres., Howard Ellis; 2nd v.-pres., P. R. O'Brien; sec'y, M. I. Middlekauff; treas., James B. Forgan; ass't sec'y, P. R. O'Brien; ass't treas., Norman G. Stockdale; manager of safe deposit vaults, Charles F. Bischoff. All of these officers have heretofore served in their respective offices, except P. R. O'Brien.

## INDIANA

Peru, Ind.—William H. Manmiller, 78, a retired grain dealer, died Feb. 19.

Silver Lake, Ind.—The Silver Lake Elevator recently installed a 1-ton Kelly Duplex Feed mixer.

Goodland, Ind.—W. H. Armitage, grain broker, formerly a member of the Indiana Grain Dealers Ass'n, died Feb. 27.

French Lick, Ind.—The Indiana Grain Dealers Ass'n will hold its summer convention June 16 and 17 at French Lick Springs Hotel.

Ft. Wayne, Ind.—The Northeastern Indiana Hay and Grain Dealers Ass'n held its meeting Mar. 10 at the Wayne Hotel. A chicken dinner preceded the meeting.

Berne, Ind.—Victor Stuckey, manager of the Berne Equity Exchange, underwent an emergency appendectomy in the hospital at Decatur. His condition is serious.

Zionsville, Ind.—The Zionsville Grain Co. was purchased by K. B. Cook and C. C. Major of Carmel, the new owners assuming charge Mar. 1. The firm will continue to operate under the old name.

Mt. Vernon, Ind.—The hominy mill of the Mt. Vernon Milling Co. resumed operations March 3 after a sixteen-week shutdown as a result of labor troubles. The plant employs sixty men.—W. B. C.

Raber, Ind.—David Crutchfield, formerly assistant to Chris Bahler of the Bahler Grain & Feed Co. at Galveston, Ind., is the new manager of the Raber Co-operative Co. He took charge Mar. 3.

Chandler, Ind.—The former Perigo Mill, recently purchased by Ray A. McElhinney, will be known as the Farmers Feed Mill. Prizes were offered for the best name submitted for the mill.—W. B. C.

Cynthiana, Ind.—At a meeting of the Posey County Farm Bureau Co-operative Ass'n, Inc. Fred T. Moore was re-elected president and Floyd Moye was re-elected treasurer and manager.—W. B. C.

Van Buren, Ind.—F. J. Craner is the new manager of the Van Buren Farmers Co-operative Equity Exchange, taking the place left vacant by the death of Frank Pyle on Feb. 7. Mr. Craner assumed charge Mar. 1.

Fishers, Ind.—Paul Comas, who recently returned home from an Indianapolis hospital where he was taken following injuries received in an automobile accident about two weeks ago, was returned to the hospital Mar. 4, having contracted pneumonia.

Lafayette, Ind.—Sixteen Indiana communities are to be visited the second and third weeks in March by a six-car soybean exhibit train sponsored by the B. & O. Railroad with the co-operation of the American Soybean Ass'n, the National Soybean Processors' Ass'n, and the agronomy division of the Purdue University Agricultural Extension Department. The exhibit was on display Mar. 10 at Vincennes and Washington; Mar. 11 at Shoals and Brownstown; Mar. 12 at Liberty and Rushville; on Mar. 13 it will be on exhibit at Liberty (a. m.), Rushville (p. m.); Mar. 14, Fountaintown (a. m.), Roachdale (p. m.); Mar. 15, Montezuma (a. m.); Mar. 17, Wellsboro (a. m.), Walkerton, (p. m.); Mar. 18, Bremen (a. m.), Milford Junction (p. m.). The tour thru the state closes Mar. 19 at St. Joe.

## The Unvarnished Truth About Grain Fumigation

### An Informative Series of Questions and Answers

## No. 3 What is a "bran bug?"

In the parlance of most elevator men, a general name for nearly any grain-infesting beetle other than a weevil; among others, some particular beetle, such as the flat grain beetle; according to entomologists, the saw-tooth grain beetle because of its common occurrence in bran.

Anyone wishing more detailed information on this or other subjects related to grain fumigation is invited to write us. Questioners will not be subjected to sales arguments, but will receive honest answers within the limits of our information.

THE **Weevil-Cide** CO.  
THE DEPENDABLE GRAIN FUMIGANT  
1110 HICKORY STREET  
KANSAS CITY, MO.



Jeffersonville, Ind.—The Ewing Mill Co., manufacturer of feed, flour and corn meal, has opened an elevator and wholesale and retail warehouse in what was formerly the John Glenger warehouse on E. Court Ave. Loran Fish is local manager. He formerly managed the company's Bedford plant.

Fort Wayne, Ind.—Allied Mills, Inc., has announced inauguration of the "Allied Mills' Service Award." All employees whose length of service with the company, or its subsidiaries, aggregates ten years or more will receive service pins. Approximately 20% of the 1,500 employees are being recognized for long and loyal service.

Lafayette, Ind.—The first grain grading school of a series of similar gatherings to be held in the state will be held Mar. 17-18, on the 2nd floor of the Agricultural Bldg., Purdue University. Registration fee is 50c for one or both days. At the morning session Mar. 17 essential equipment in commercial grain grading will be discussed. In the afternoon there will be lectures and actual grading of wheat and oats. Prof. C. E. Skiver, specialist of soils and crops, will discuss "Agronomic and Climatic Factors Affecting the Quality of Grain." On Tuesday the program will consist of commercial grading of corn, discussion of hybrid corn and cribbed corn problems and there will be actual practice in using grading equipment. The afternoon will be devoted to the commercial grading of soybeans followed by an open forum discussion on grain grading problems. Prof. F. E. Robbins of the Agronomy Dept. of Purdue will be in charge of the program and will be assisted in the instruction work by Federal Grain Inspectors from Chicago, Toledo, Indianapolis and Louisville. Additional schools will be held in Ft. Wayne, Mar. 20-21; Indianapolis, Mar. 24-25; Vincennes, Mar. 27-28. These schools are made possible by the co-operation of the Agronomy Dept. of the School of Agriculture at Purdue and the Federal Grain Supervision Dept. with the Indiana Grain Dealers Ass'n.

#### INDIANAPOLIS LETTER

Senate Bill 2, introduced Jan. 13, has been reported by labor com'te without recommendation.

House Bill 521 introduced Feb. 14; Feed, Seed, Fertilizer Liens—grants dealers in feed, seed, fertilizer, a lien on crops, grain, and livestock for which it was used.

S. B. 162 prohibiting "sit down" strikes, was called back to the com'te for amendments. A desperate attempt is being made to get this bill thru by suspension of the rules. Grain dealers are urged to wire or write their senator to aid in passage of the measure.—Fred K. Sale, sec'y, Indiana Grain Dealers Ass'n.

#### IOWA

Inwood, Ia.—A feed mixing plant will be opened here by Hans J. Forrest.

Britt, Ia.—Ben Atzen of Woden is the new manager of the Farmers Elvtr. Co.

Ringsted, Ia.—The Co-op. Grain & Produce Co. recently installed a new feed mixer.

Livermore, Ia.—Thieves broke into the Farmers Elvtr. Co. office the night of Feb. 24.

Dewar, Ia.—Roy Freed, manager of the Dewar Elevator, recently returned from a southern trip that took him into Mexico.—A. G. T.

Gladbrook, Ia.—F. J. Pippert, operator of the Pippert Grain & Coal Co., is erecting a modern feed mill adjacent to his elevator. An old building was razed to make room.

West Bend, Ia.—Robbers who forced their way into the Davenport Elvtr. Co. office the night of Feb. 24 broke open the money drawer but gained nothing for their efforts.

Casey, Ia.—Merle Wilderman, former manager of the Davenport Elvtr. Co. at Bode, has been transferred here and will be general manager of the firm's elevators here and at Adair.

George, Ia.—J. A. Seward, of Storm Lake, has been chosen manager of the Farmers Elvtr. Co., succeeding G. L. Petersen, resigned. Mr. Seward is known here having formerly managed the elevator.

Shenandoah, Ia.—The Dannen Grain & Milling Co., St. Joseph, Mo., has purchased the Shenandoah Grain & Coal Co. of John L. Haldeman. Possession will be given April 1. R. W. Stanley of Randolph has been managing the elevator for Mr. Haldeman recently.

Clinton, Ia.—The Don Krambeck Feed & Supply Co. was badly damaged by fire Feb. 19. The blaze started when an oil heater overflowed.

Redfield, Ia.—Carl Lorenzen, formerly of Hancock, is taking a course of training here with the Des Moines Elvtr. Co., prior to entering upon his duties in a new position with this company.

Fort Dodge, Ia.—The Central Flour & Feed Store was broken into over the Feb. 22 weekend. The cash register was pried open and the money it contained taken as were also five bushels of clover seed.

Conrad, Ia.—The Farmers Grain Co. held its annual dinner for 1940 at the Consolidation School last Feb. 8. The ladies of the M. E. Church prepared dinner, serving 300 invited guests of the company.

Sheldon, Ia.—The Farmers Co-op. Ass'n recently held its annual meeting, electing three directors and hearing the annual report. Gross sales for 1940 were \$250,374.00 according to Mgr. Bert Struyk.—Art Torkelson.

Slater, Ia.—John Nielsen, 84, retired grain dealer, died Mar. 3 from results of gangrene in one knee, due to injuries. Mr. Nielsen was engaged in the elevator business here for many years, retiring several years ago because of his advancing years.

Peterson, Ia.—The Peterson Farmers Elvtr. Co. entertained its patrons and their families to an oyster stew supper held at the American Legion hall the evening of Feb. 24. Basil Deegan, manager of the elevator, arranged a program of entertainment that followed the supper.

Sioux City, Ia.—Chris J. Zeller, 72, former sec'y of the old Mystic Milling Co., died in Los Angeles Feb. 23. Mr. Zeller was with the Bonus-Milner Milling Co. that started business at Leeds in the early 90s. This company was succeeded by the Mystic Milling Co.—A. G. T.

Central City, Ia.—The Farmers Co-op. Exchange is retiring 10% of the preferred stock which had been issued to holders of the old corporation 3 years ago. There was also a 7% dividend placed in a revolving fund for each member. Othol Wright is the manager.—Art Torkelson.

West Bend, Ia.—Farmer patrons in this area were entertained by the Davenport Elvtr. Co. on the night of Feb. 14. Moving pictures were shown of hybrid seed corn and a talk was given on fertilizer by C. C. Christy. After the business meeting lunch was served and a sociable evening spent. Jim Olson was the enterprising host.—Art Torkelson.

Onawa, Ia.—Permission has been given for foreclosure action by Gertrude A. Berry, creditor of the Northwestern Milling Co. The action is to foreclose her chattel mortgage which covers an indebtedness of \$4,219.67. Efforts to present a feasible plan of reorganization of the company have been abandoned.

Alta, Ia.—Edgar Schuelke, manager of the Farmers Elevator & Supply Co., was first place winner in the Wayne "Dollar a Dozen Egg Derby" reports Allied Mills' John L. Richardson, advertising manager. Thru good promotion he was able to increase poultry feed sales 400 per cent in the 10-week contest period.

Vinton, Ia.—C. D. Ferguson, owner of the Farmers Produce Co., has sold his feed business to Wallace E. Campbell of Waterloo, who changed the name to Vinton Farmers Supply. A. F. Easter, new manager of the company, stated extensive building improvements will be made and new and modern equipment will be installed including feed mixing machinery.

Boyden, Ia.—Two farmers co-operative organizations in Boyden, Sioux County, a town with a population of about 500, did a total business of close to \$1,500,000 in 1940. The Farmers Co-operative Creamery did a total business of \$520,688.14 in 1940. The Farmers Co-operative Ass'n did a total business of \$913,963.60 and declared a dividend of \$22,204.64. This company deals in gas, oil, lumber, grain and livestock.—A. G. T.

Cedar Rapids, Ia.—The 1940 income of the Quaker Oats Co. was \$5,418,601.18, before federal and foreign income and profit taxes were deducted. While the income was \$1,017,181.14 less than in 1939, taxes are \$200,000 more, the report issued showed. It was reported that Quaker Oats mill in Germany is operating under government regulation and no profits have been transferred for years. Mills in Denmark and Holland, still undamaged, also are operating. Grain is received under a quota system dictated by the government. The company's business in France has stopped.

Readlyn, Ia.—H. W. Hesse, manager of Readlyn Farmers Equity Co. for nine years prior to last April, recently brot suit against the company and its directors for \$75,000, charging his former employers libeled and slandered him. The slander suit is based on alleged statements of the directors to various individuals named, among them the complainant's brother, John Hesse. The case originated from a check made of the co-operative's books by an auditor who, it is stated, reported a shortage which Hesse denied. A Bremer County grand jury had investigated the auditor's and directors' allegations but did not return an indictment against Hesse. The two libel counts on which the suit is based is on allegations that the directors caused notices demanding \$1,331 from him to be served on Sept. 30 and Nov. 30, 1940.

## This Elevator Equipped with a HESS DIRECT HEAT DRIER and Cooler



The McGuffey Elevator Co.  
McGuffey, Ohio

They're Profit Makers  
**HESS WARMING AND  
VENTILATING CO.**

1211 SO. WESTERN AVENUE  
CHICAGO, ILLINOIS



Dunbar, Ia.—The Dunbar Co-op. Elvtr. Co. recently held its annual meeting in the school gymnasium where a program was given and an oyster supper served to patrons and members. Mgr. Wm. Jackson reported a net profit for 1940 of \$1,721.60.—Art Torkelson, with Lamson Bros. & Co.

Thompson, Ia.—The Farmers Co-op. Elvtr. Co. will construct a 45,000-bu. grain elevator on the site of the company's present plant, which will be razed. Contract for the new building has been let to the T. E. Ibberson Co. During construction the company will operate in the Brown elevator.

#### DES MOINES LETTER

S. F. 213, the hatchery and baby chick bill, has passed the senate. It will prevent misrepresentation of chicks by sellers.

The host of friends of Sec'y Harold Theile will be grieved to learn of his forced resignation as executive sec'y of the Western Grain & Feed Ass'n on account of ill health. He is now in the hospital at Buffalo Center, Ia.

Gradon Swanson, who has served the Western Mutual Fire Insurance Co. as field representative for several years, has been selected to serve the Western Grain & Feed Ass'n as secretary. Mr. Swanson was born in Laurens, Ia., 39 years ago and has a wide acquaintance in the Hawkeye state.

Lee Parmenter has been appointed supervisor of country elevators, grain and feed division, for the Des Moines Elvtr. Co. Mr. Parmenter has been manager of the Farmers Elvtr. Co. at Alleman, Ia., for 10 years. The Des Moines Elvtr. Co. operated a half million bushel terminal here and has 10 country elevators handling grains and feed. W. C. Fuller is general manager.

#### KANSAS

Arma, Kan.—The Arma Elvtr. Co. has installed a large Western Gyration Cleaner.

Penalosa, Kan.—The Kansas Milling Co. reported a small loss from high winds on Feb. 12.

Spearville, Kan.—The Farmers Elevator has installed a new gasoline computing power pump.

Ellsworth, Kan.—The Lee Mill is being taken down and the material used for other construction.

Glasco, Kan.—The Morgenstern-Pyle Elvtr. Co. sustained a small loss from high winds recently.

Irving, Kan.—The Friesen Grain Co. is planning to enlarge its warehouse, the addition to be extended to the tracks giving it access to the tracks for loading and unloading cars. Work will start as soon as weather permits.

Garden Plain, Kan.—The Consolidated Flour Mills Co. on Feb. 12 sustained a small property loss from high winds.

Milton, Kan.—C. C. Smith will build an elevator to replace the north building before harvest. It will be a modern unit, equipped with fast handling facilities assuring efficient and speedy service during the harvest rush.

Wright, Kan.—The Wright Co-operative Elevator Exchange, has let a contract for 250,000 bus. additional concrete storage to be built adjoining its present concrete elevator. This will increase the storage facilities to 370,000 bus.

Salina, Kan.—J. D. Tinkelpaugh, manager of Goffe-Carkener, Inc., offices here, has purchased a managing interest in the Crown Laundry, taking control Mar. 1. Mr. Tinkelpaugh has been associated with the grain business here for the last 17 years.

Fowler, Kan.—The Fowler Equity Exchange's new feed plant is practically completed and ready for operation. New equipment for manufacturing molasses mixed feed has been installed, filling a long felt need in the community for this type of feed.

Chetopa, Kan.—The Karns Grain Products Co.'s elevator located one block east of the Karns mill, was destroyed by fire of undetermined origin Feb. 17. Efficient work on the part of firemen saved two attached warehouses from destruction. A car of fertilizer, 300 bus. of oats and about 8 tons of hay were burned with the elevator. Until recently the elevator had been filled with oats. The elevator will not be rebuilt at this time.

Conway, Kan.—The Wall-Rogalsky Milling Co. has started construction of a 65,000-bu. concrete elevator to replace the wooden elevator the company has operated here for many years. Chalmers & Borton have the contract, the estimated cost of the structure placed at \$24,000, and to be completed late in June or early in July. The wooden elevator will be retained for storage purposes, with the new one giving the company a total storage capacity here of 80,000 bus. The new plant will include four 14-ft. bins, seven interstice bins, 100 ft. high.

Waldeck (Canton p.o.), Kan.—The Farmers Equity's new 120,000-bu. elevator is rapidly nearing completion. The 141 ft. high edifice, standing far out in the prairies of Pratt County miles distant from any city, on the banks of the Ninescaw River which runs thru one of the most fertile valleys of Kansas, is the cause of wonderment and admiration of many travelers, its presence is so unexpected and it stands so utterly alone. Gene Waters is manager of this aggressive elevator. The company's headquarters are at Cairo and it has owned and operated two small elevators for several years, one located adjacent to the new structure.

Independence, Kan.—The Elk Valley Alfalfa Mills, Inc., is adding dehydrating units to those already located here and at Fredonia.

South Haven, Kan.—The Larabee Flour Mills Co. is constructing a 15,000-bu. elevator to replace the one that burned last fall. W. C. Miller is manager of the plant.

Wellington, Kan.—The Hunter Milling Co. has started construction of a headhouse and additional wheat storage bins to provide 300,000 bus. of new storage capacity for wheat. With the addition the Hunter storage will total 1,250,000 bus., including 24 country elevators. Horner & Wyatt designed the new addition and will supervise construction. The structure will be completed in time for the new crop movement.

Salina, Kan.—J. A. Eitel, 74, had a narrow escape from death when he fell two stories down an elevator shaft at the Shellabarger Mill & Elvtr. Co. mill Feb. 19. His right leg was fractured and he sustained many cuts and bruises, but his condition is not that to be serious. He was taken to St. John's Hospital. Mr. Eitel attempted to take a large pasteboard box on the lift continuous belt elevator when he either slipped or the box became jammed in the elevator, causing both to fall. The accident was the second of that nature within a year at the plant. May 18, 1940, Thos. H. Ramsey, a visiting director, was killed in a similar but longer fall.

#### TOPEKA LETTER

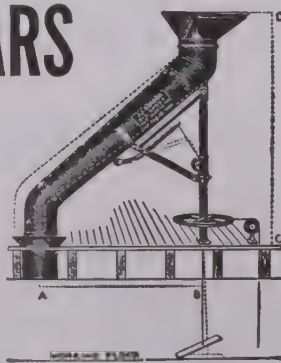
Topeka, Kan.—House Bill 329, relating to sale of mortgaged grain, has been introduced. This bill would require the mortgagee to notify dealers of the vicinity of mortgages held on grain. Concerning other measures before the house or senate: H. B. 73, grain bushel tax passed the house by a substantial majority and has been referred to the senate. Now in senate Assessment & Taxation Com'te. This measure would benefit the producer as well as the whole grain industry of Kansas.

H. B. 384, relating to the office of the state grain inspection department, introduced, would change the title of the first assistant to the chief to that of Supervisor of Inspectors. He would be appointed by the chief inspector instead of by the governor. Department salaries affected by this bill would be that of chemists, chief clerks, assistant weighmasters and others; the maximum would be \$2400. This figure is only a maximum limit, and officials say would not be met only in rare cases where skilled and trained men need to be retained by the department. Proponents of this bill feel that under the defense program which is attracting many technical men to private industry, that some leeway in salary increases may be needed during the next two years in order to maintain services that the trade has a right to expect from the department. Other features of this bill are said to be highly desirable if a merit system is adopted by the present legislature.—S. B. 283, defining the practice of law, would require individuals and ass'ns to employ a licensed attorney to represent their interests before any state regulatory body. Your secretary could not meet such qualifications and, therefore, is opposed to this bill.—J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealer's Ass'n.

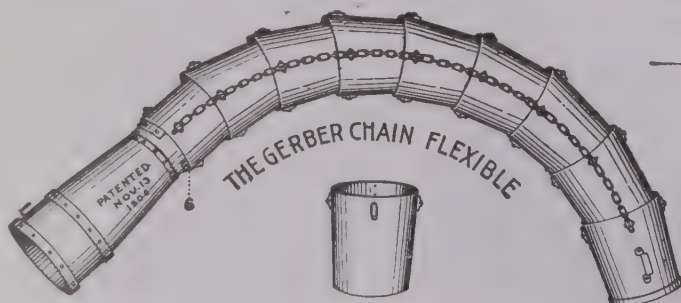
House Bill 464, Wheat Variety Bill, was recently introduced in the house which is very similar to S. B. 18. S. B. 337, a companion bill, has also been introduced in the senate.—S. B. 33, providing for fuel and gasoline liens on crops, was reported upon adversely by the senate committee, and it is expected that its companion House Bill 39, will be similarly regarded by the house com'te, altho the latter has not yet been acted upon by the com'te.—S. B. 185, Itinerant or Gypsy Peddler Bill, as of Mar. 7 is still in the Senate Federal and State Affairs com'te; while its companion, H. B. 218, has been acted upon by the House Com'te of State Affairs, reported out favorably, and is now on the House Calendar under General Orders. Should come up for consideration by that body soon.—H. B. 450 which would make Kansas inspections on grain available to Kansas shippers when destined to the Kansas City market and when shipped over lines that usually yard their grain shipments on the Missouri side. Kansas shippers on certain railroad lines have always felt that they were being discriminated against by not being able to use the service of their own state inspection department. Every producer and shipper should urge the enactment of this measure by writing their representative and senator.—J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

## STANDARD FOR 50 YEARS

Every item in the extensive GERBER LINE of grain elevator equipment has quality built into it. This quality added to its dependability and durability has made this line standard equipment for 50 years, and assures you efficient and economical service over a long period. Gerber Spouting, long preferred by the trade, is manufactured from specially tempered steel. Insist on and get GERBER PRODUCTS.



The Gerber  
No. 2 Distributor Spout



Write today  
for a  
free catalog  
H I - 1941

**J. J. GERBER SHEET METAL WORKS** 518 S. 3rd St.  
Minneapolis.



**KENTUCKY**

Burgin, Ky.—Clell Coleman & Sons report an electrical damage loss on Jan. 31.

Henderson, Ky.—The Ohio Valley Soy Bean Co-op, has mortgaged various equipment to the Louisville Bank of Co-ops. as security for a loan of \$52,900. The loan is being used to equip the new soybean mill here with machinery.

Louisville, Ky.—Seagram Distillers Corp. has completed a new \$400,000 plant addition to its local distillery. The new processing equipment will produce a nutritional feed containing 28 per cent protein, 85 per cent of which is digestible.

Corydon, Ky.—Henry Alderson's feed mill was destroyed by fire of undetermined origin early Feb. 27. Two trucks and a quantity of feed and coal were lost in the fire. The building housing the mill was owned by the Corydon Deposit Bank.

**MARYLAND**

Baltimore, Md.—Alfred J. Fritz has purchased the feed business of R. Maurice Righter on North Greene St.

**MICHIGAN**

North Star, Mich.—The North Star Elvtr. Co. has purchased a plot of ground and will build an office as soon as weather permits.

Fountain, Mich.—Thomas Babenic of Shelby has purchased the Fountain Elevator and will operate it. He will do all kinds of feed grinding and buy and sell grain and beans.

Monroe, Mich.—The Amendt Flour Mill will be rebuilt. Plans provide replacement of the plant that burned Jan. 25 with a structure of equal size and capacity, to be ready for use in the fall.

Cedar Springs, Mich.—Harry Shaw is building an addition to his elevator. It is a frame structure 56x70 ft. in size and will be used for feed, grain and bean storage and to house farm machinery.

Bay City, Mich.—The Bay Trust Co., temporary receiver for the Consolidated Grain Corp.'s nine elevators in northeastern Michigan, has filed a petition asking for suspension of the company's business in Linwood, Pine River, Rhodes, Bentley, Turner and Au Gres. Permission to close all of the nine warehouses of the grain corporation and to dispose of their contents was granted the Trust Co. as receiver for the firm on Mar. 5. This action followed filing of the above request that six be closed, it being shown that none could be continued at a profit. Other plants included are at Kawkawlin, Standish and Tawas City. A shortage of beans stored in the nine warehouses was disclosed, warehouse receipts having been issued to growers for 1,187,685 lbs. and only 963,145 lbs. being on hand at present.

**MINNESOTA**

Dumont, Minn.—The Farmers Elevator here is undergoing extensive repairs.

Lake City, Minn.—A fire that broke out in a roll housing in the mill of Tennant & Hoyt recently was immediately extinguished.

Belgrade, Minn.—A new grain cleaner has been installed at the Merchants & Farmers Co-operative Elevator here. C. D. Lybeck, manager.

Le Roy, Minn.—S. V. Moen, 76, former grain elevator operator here, died Feb. 25. He retired from the elevator business about a year ago, because of ill health.

Ortonville, Minn.—Plans are being considered for reorganizing the Big Stone Co-operative Elvtr. Co. thru the facilities of the Farm Security Administration.

St. Paul, Minn.—Senate Bill 610 introduced Feb. 19.—Grain Levy—sets a one mill per bushel levy on all grain handled in trade. Excepts farmers and public utilities.

Tintah, Minn.—Fire destroyed the Kent-Doran Grain Co. elevator containing 18,000 bus. of grain and 3,000 bus. of corn along with coal sheds containing a carload of coal.

Duluth, Minn.—Allen C. Sulerud, member of the state board of Grain Appeals in Duluth since April, 1939, has resigned and moved to St. Paul, to enter into a position in the state department of taxation.—F. G. C.

Duluth, Minn.—Thomson & McKinnon retired from active business here, effective Mar. 1, and Jamieson & Co. have taken over their office. The private wire in the Board of Trade has been taken out. Hadley A. Hanson is their Board representative.—F. G. C.

**MINNEAPOLIS LETTER**

L. E. Wheeler has been named sales manager of the Apple River Mill Co., feed division for the King Midas Flour Mills Co.

Chas. G. Hofman, 77, died Mar. 3. Mr. Hofman for 35 years prior to retiring in 1928 was associated with H. Poehler Co., grain commission firm.

Karl E. Humphrey, treasurer and director of General Mills, has been made vice-pres. of the company. Mr. Humphrey formerly headed the El Reno Mill & Elvtr. Co. at Reno, Okla.

Perka Cereal Products, Inc., has been incorporated to manufacture and sell all kinds of food products; capital stock, \$1,000; 5,000 shares, n.p.v. Incorporators, A. C. Dube, J. H. Bliss, C. M. Harvey, all of Minneapolis.

Edward W. Hillweg, 80, father of E. C. Hillweg, sec'y of the Chamber of Commerce, died Mar. 4. Mr. Hillweg was a former executive with the Northwestern National Life Insurance Co. He was born in Rock Island, Ill.

The American Ass'n of Cereal Chemists held its regular monthly meeting Feb. 28 at Freddie's Cafe. Mr. Winter-Sobotka of Fleischmann Malting Co. addressed the meeting, his topic, "Farming and Malting of Barley." Miss Marjorie Howe presided.

Ervin W. Anderson of McKenzie, N. D., has been named branch manager of the Minneapolis office of the Federal Crop Insurance Corp., succeeding J. H. Fraser, who resigned to accept a position with the Farmers Union Grain Terminal Ass'n in St. Paul.

The Northwest Feed Manufacturers & Distributors Ass'n held a dinner meeting at the Curtis Hotel Mar. 11, at 6:30 p.m. Dr. H. J. Sloan, head of the poultry department at the State University Farm School, was present and addressed the meeting. The Minnesota State Legislature has been asked to appropriate \$150,000 for the construction of a new building for the Poultry Division at the university, and Dr. Sloan told of the needs of his department and why the appropriation of this sum is necessary. S. N. Osgood is sec'y-treas. of the ass'n, and was in charge of the meeting.

**MISSOURI**

Miller, Mo.—The Miller Milling Co. on Feb. 12 sustained a small loss from high winds.

Wentzville, Mo.—The Farmers Co-op. Elvtr. Co. has purchased a Western Pitless Sheller.

Auxvasse, Mo.—E. T. Pasley & Son, local feed and poultry dealers, have retired from business.

Springfield, Mo.—The new grain bins at the M. F. A. Milling Co. have been completed and grain is being placed in them, J. F. Johnson stated.

Butler, Mo.—M. F. Arnold, owner of the Arnold Elvtr. Mills, has completed general overhauling, remodeling and enlargement of his feed grinding and mixing seed cleaning plant. Albert Rank was in charge of the work.

Martinsburg, Mo.—The Martinsburg Farmers Elvtr. Co. has purchased the tanks and building from the Continental Oil Co. and will operate a bulk station here as soon as the plant can be put into condition for service.—P. J. P.

Ash Grove, Mo.—The Farmers Exchange elevator was destroyed by fire early Feb. 18, starting near the top of the structure. Between 2,500 and 3,000 bus. of grain were stored in the elevator, W. A. Beal, manager, stated. It is expected the elevator will be rebuilt.

Monroe City, Mo.—Lewis B. Bell, 55, president of the Farmers Elvtr. Co., died in a Hannibal hospital Feb. 28 following an operation for appendicitis.—P. J. P.

Joplin, Mo.—The Missouri Grain, Feed & Millers Ass'n will hold its convention the evening of May 21 and May 22 at Hotel Connor. The evening session May 21 will feature a round table discussion. A speaker from the Wage and Hour Division, Washington, D. C., will deliver a talk on May 22. Other prominent speakers also will take part in the day's program, dealing with subjects of interest to the grain trade. A large attendance of grain men is expected. A. H. Meinershagen is sec'y of the Ass'n.

**SCALE TICKETS FOR GRAIN BUYERS**

**Scale and Credit Tickets**—Form 51 Duplicating contains 100 leaves of white bond paper, each leaf bearing five tickets, machine perforated for easy removal, and 100 leaves of yellow post office paper, each leaf bearing five duplicates which remain in the book. Also 4 sheets of No. 1 carbon. Size of book 5½x13½ inches, check bound, well printed. Each leaf is one ticket wide and five tickets deep. Order 51 Duplicating 500 tickets. Price, \$1.00, plus postage. Weight, 1½ lbs.

**Crop Delivery Record** (Duplicating) — This multiple load scale ticket form has two tickets to a page so that grain from two farmers may be recorded without turning a leaf. Each ticket is ruled to record receipt of 23 loads including the date, hauler's name of each load, gross, tare and net, and has spaces at the bottom for recording the total bushels, the price, the check number, and the total amount paid in settlement. Especially convenient when a farmer sells his entire crop at one time, delivering all of it within a few days. Originals (120) of attractive goldenrod bond paper, 120 duplicates of manila, and 3 sheets of No. 1 carbon paper to the book, with heavy gray pressboard covers, cut flush. Spiral wire bound so that open book lays flat, or may be folded back upon itself in open position to facilitate entries. Size, 8½x10½ inches. Shipping weight, 2 lbs. Price, \$1.10 each, plus postage. Order Crop Delivery Record, Form 69 Spiral.

**Improved Grain Tickets**—Using Form 19GT as a scale book saves much time and labor as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Each of the 125 original leaves bears four scale tickets, printed on white bond, machine perforated. Each ticket is 3 inches wide by 6¾ long. The 125 duplicate leaves are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book is 7½x12 inches, supplied with 5 sheets of No. 1 carbon. Duplicating. Weight, 2½ lbs. Order 19GT Dup. Price \$1.20, plus postage.

Triplicating is the same as 19GT Duplicating. In addition, sheets of strong white tissue are bound in between the original tickets and the duplicates so as to facilitate making three copies with one writing. Five sheets of dual-faced No. 1 carbon, 375 leaves. Weight, 3 lbs. Order 19GT Trip. Price \$1.65, plus postage.

**Scale Ticket Copying Book** — Contains 150 leaves bearing 600 originals and 600 duplicates, four originals and four duplicates printed on each leaf and perforated so outer half of each leaf may be folded back on the duplicate, thus giving an exact copy of all entries on the original. Leaves of white bond are machine perforated between tickets so they may be easily removed without tearing. Duplicate remains attached to original until all entries are completed. Check bound, size 9¼x11 inches, and supplied with 6 sheets of No. 1 carbon. Order Form 73. Weight, 2½ lbs. Price, \$1.30 plus postage.

**Duplicating Scale Ticket Book** — A labor-saving scale ticket book in which the buyer keeps a carbon copy of the entries made on every scale ticket issued, so altered or spurious tickets may be readily detected. This book contains 100 leaves of white bond paper, machine perforated, bearing 800 tickets, inter-leaved with 100 blank manila sheets. Well printed and bound in heavy board covers. Supplied with 4 sheets of No. 1 carbon paper, size 8½x11 inches. Order Form 62. Price, \$1.40, plus postage. Weight 3 lbs.

**Duplicating Wagon Load Receiving Book**—This book is designed to facilitate the work of country buyers during the busy season when each farmer is delivering a number of loads daily. Each leaf bears two tickets and is perforated down the middle so that when the sheet is folded back on itself, and a sheet of carbon inserted, an exact duplicate will be made of each entry on the other side of the sheet. Each leaf has room for name of farmer and the haulers of 34 loads in duplicate. Outer half may be torn out and given to the farmer or sent to headquarters of line company. The book is 12 x 12 inches, check bound with heavy boards, contains 225 leaves ruled both sides, and nine sheets of No. 1 carbon. Order Form 66. Weight, 4 lbs. Price \$2.60, plus postage.

**Cash with order** for twelve copies of any of the above books earns 10% discount.

**GRAIN & FEED JOURNALS CONSOLIDATED**

332 So. La Salle St., Chicago, Ill.



Kansas City, Mo.—E. D. Lysle of Leavenworth, Kan., was re-elected president of the Western Millers Mutual Fire Ins. Co. at the recent meeting of the organization held here. Paul Mohr was renamed vice-pres., and Robert M. Rogers was named sec'y-treas., taking over the duties of H. S. Byrkit who retired on a pension.

Jefferson, Mo.—A bill has been introduced revising and amending the present grain warehouse bill which will enable the country elevator to operate as a public warehouse to issue negotiable warehouse receipts. The bill is drawn in similarity to the Federal Warehouse Act. It is optional with the country elevator desiring to operate under this bill.

Grandview, Mo.—The local branch of the May Way Mills held the grand opening of its new quarters on Main St. and the Frisco tracks Feb. 15. Open house was held during the day for inspection of the new store room, office and dock. One of the interesting improvements is the new chick room which has a new type of air conditioning installed, designed by the company's research department.

Malden, Mo.—The Malden Grain Co. has been named defendant in a damage suit for \$7,500 filed by George Holford, alleging Holford suffered serious personal injuries when his car crashed into a truck owned by the company and stalled on highway 67 about nine miles southwest of Poplar Bluff last Dec. 24. The petition states the driver of the truck failed to place flares on the highway after the truck stopped. —P. J. P.

Hannibal, Mo.—Railroads operating here will oppose establishment of a river terminal grain elevator on the Hannibal river front which proposes to use river shipping largely, representatives of the roads told a com'te of the Chamber of Commerce. F. T. Jacobi of Edwardsville, Ill., is seeking a privately-owned site for a grain elevator on the riverfront south of the Mark Twain free bridge and east of the tracks of the Wabash and Burlington railroads. Access to the proposed site would require construction of grade crossings over these tracks. —P. J. P.

Kansas City, Mo.—Herbert Freeland Hall, 82, chairman of the board of the Hart-Bartlett-Sturtevant Grain Co., and for many years prominent in the grain trade of the country, died Feb. 27, an hour after suffering a cerebral hemorrhage. He had been in failing health for several years. Mr. Hall had been active as an executive in local grain enterprises for over 50 years. The company in which he was most prominent was the Hall-Baker Grain Co., sold in 1930 to the Farmers National Grain Corp. He was among the nation's largest wheat exporters. Following the sale of his company he continued to maintain an office at the Board of Trade Bldg., managing his extensive property and security holdings, and in 1933, on the formation of the Hart-Bartlett-Sturtevant Grain Co., became chairman, which office he held up to his death. Mr. Hall formed the Hall-Robinson Grain Co. in 1888 with John Robinson of New York. A year after Mr. Robinson's death in 1902, the Hall-Baker Co. was formed in partnership with Frank Baker of Atchison, Kan. Mr. Baker died soon afterward but the name of the company was never changed. The will of Mr. Hall, dated Apr. 12, 1934, provides among other substantial bequests, for a public library on the site of the Hall home, the undertaking to be started when the fund reaches \$2,000,000. It is believed that the estate will be ample for this purpose.

## MONTANA

Laurel, Mont.—Theodore J. Click, 63, agent for the Occident Elvtr. Co., division of the Russell-Miller Milling Co. here since 1913, died recently. Interment was at Beatrice, Neb.

Great Falls, Mont.—Final dividend of 3.47 per cent in the bankruptcy proceedings of the H. B. Lake Co. has been ordered to 219 general creditors, bringing total paid on such claims to 71.47 per cent. The bankruptcy proceedings have been pending since May, 1933, when the brokerage company filed a statement of its assets and liabilities. Legal action was brought to join the Lake Grain Co. in the proceedings and under a federal court ruling the assets of the latter company were merged with those of H. B. Lake & Co. Fifty-four creditors in the grain company filed claims and were allowed 100 per cent dividend.

Livingston, Mont.—Melvin C. Lutes has opened a modern feed store just south of the city.

## NEBRASKA

Humphrey, Neb.—The T. B. Hord Grain Co. has remodeled its office.

Minden, Neb.—The Farmers Grain & Supply Co. elevator is undergoing repairs.

Lodge Pole, Neb.—The Farmers Co-op. Elvtr. Co. will build an elevator, contracts to be let at once.

Wausa, Neb.—Cliff Hillberg has been named manager of the Farmers Union Elevator, succeeding Carl Nelson.

Cozad, Neb.—The dehydrating plant at the Cover Feed Yards has been put into operation, used to manufacture commercial fertilizer.

Dodge, Neb.—Both safes in the Farmers Co-op. elevator were burglarized the night of Feb. 28 and \$201.11 in cash and \$334.57 in checks were taken.

Omaha, Neb.—Robert J. Southard, department manager of the Nebraska Consolidated Mills, recently completed construction of a new home.

Bloomfield, Neb.—The Farmers Elevator has taken over the feed and flour store here operated formerly by Edwin Blomendahl who, with his family, has moved to Wayne.

Diller, Neb.—B. C. Christopher Co. of Kansas City has leased the Diller Farmers elevator, effective June 1, which has been leased the past four years by Black Bros., Beatrice.

Westpoint, Neb.—The Farmers Co-op. Elevator office was burglarized the night of Feb. 22, the thieves looting the vault and safe and escaping with \$201 in cash and \$334 in checks.

Adams, Neb.—The Adams Farmers Elvtr. Co. has purchased the Robinson Grain Co. elevator, the transfer to be made July 1. Mr. Robinson has 14,000 bus. of government grain in storage and will continue the business until July.

Omaha, Neb.—W. R. Urban of the Omaha Exchange laboratories discussed cereal analysis and laboratory methods before the Omaha section of the American Chemical Society at a meeting held Feb. 25 in the Grain Exchange building.

Wood River, Neb.—The T. B. Hord Grain Co. elevator has been sold to Emil Thelen. J. E. Bridger, who has worked in the elevator for many years, has retired and is moving to his farm near here. Mr. Thelen conducts the Emil Thelen Grain Co. here.

Wilber, Neb.—At the annual meeting of the Farmers Elvtr. Co. on Feb. 20 the regular dividend of 5% on stock was declared. Burt Samson of Birchard Const. Co. explained the proposition of making additions to the elevator lately purchased for storage purposes.

Omaha, Neb.—The Omaha Grain Exchange Laboratory announces that it has been completely equipped for vitamin B<sub>1</sub> and other vitamin assays by either fermentation or fluorophotometric methods, in addition to its established service for milling, baking, feed and general cereal analysis.

Nebraska City, Neb.—The Missouri Pacific has been granted permission to build a spur 170 ft. southeast from near Second St. and Fourth Ave. to the dock property where the Hart-Bartlett-Sturtevant elevator is being built on the river front, and another spur about 400 ft. north of Fifth Ave. and Second St., paralleling an existing track which is on private property. The Missouri Pacific will build into the dock property from the north and the Burlington from the south.

Aurora, Neb.—Aaron Siebert, 31, employe of the Aurora Elvtr. Co., was severely injured in a fall at the plant Feb. 24. He was cleaning a dust collector and while thus employed lost his footing, falling a distance of 10 ft., striking a motor. He fractured the right femur just below the hip and was removed to the Aurora hospital where he was suspended in a harness awaiting the time when the leg could be placed in a cast.

## NEW ENGLAND

Housatonic, Mass.—The Chas. Baldwin & Son feed store was destroyed by fire Feb. 10.

Boston, Mass.—Dean K. Webster, Jr., was re-elected president of the Boston Grain & Flour Exchange, Inc., recently; Frank J. Sennott was re-elected first vice-pres.; and Joseph A. Bassett, second vice-pres. New directors for three year terms include A. Ware Bosworth, J. W. A. Gordon, Eben A. Hall, Chas. J. Koelsch.

## NEW MEXICO

Santa Fe, N. M.—Senate Bill 149 introduced Feb. 11, Feedstuffs-Sales Tax—provides that feedstuffs sold in bulk be considered as wholesale under the sales tax.

## NEW YORK

Gorham, N. Y.—A feed mill of Sherwood W. Fish was destroyed by fire recently.

Binghamton, N. Y.—Eastern Hay & Coal Co. has been organized; directors, Charles, Louis and Rose Cohen.

Stillwater, N. Y.—Frank A. Thierolf reported a small amount of property damage sustained Feb. 25 from high winds.

New York, N. Y.—Charles Costenbader, a member of the New York Produce Exchange and ass't sec'y of Cargill, Inc., died Mar. 1.

New York, N. Y.—Supreme Court Justice Aron Steuer has invalidated a local law requiring the licensing of itinerant jobbers of foodstuffs on the ground that the fee fixed by the law was excessive and unreasonable. The law, known as Local Law 166, sets the license fee at \$100 to \$250 a vehicle, according to tonnage.

## BUFFALO LETTER

Buffalo, N. Y.—John J. Cunningham, for many years manager of the old Wheeler grain elevator, died in his Buffalo home Feb. 26 after an illness of several months.—G.E.T.

Buffalo, N. Y.—The Co-op. G. L. F. soon will ask for bids for construction of 36 bins and interstices, 106 ft. high, to be erected here. The A. E. Baxter Engineering Co. drew the plans.

Buffalo, N. Y.—Al Wilson, representing the Denver Alfalfa Milling & Products Co., out of the St. Louis office, after Mar. 1 will make his headquarters here covering the eastern territory.

Buffalo, N. Y.—Harvey K. Palmer, 66, for many years engaged in the feed and grain business here prior to moving to New Haven, Conn., three years ago, died at his home Feb. 27.

## NORTH DAKOTA

Sharon, N. D.—Thomas Snortland, 56, elevator manager, died Feb. 21 of a heart attack.

Wild Rice, N. D.—The Valley Grain Co.'s grain filled elevator was damaged by fire recently.

Lallie, N. D.—Fire caused a small loss at the Monarch Elevator recently. Harold Hedman is manager.

Minot, N. D.—Sale of the Farmers Union Co-op. Ass'n's poultry processing plant here involving the reorganization of the Farmers Union Co-op. Ass'n is reported to be under consideration. Cal Ward, regional director for the FSA, will confer soon with directors of the co-operative ass'n on the projected sale, and probably will visit Minot. The co-operative also operates a poultry plant, hatchery and cold storage lockers at Williston and sells feed. In the Minot and Williston activities the government has invested more than \$200,000. Thru a sale of properties by reorganization of the co-operative ass'n, the government may be able to recover somewhere between \$95,000 and \$100,000, it is said.

### USE CLELAND Cleaners



For Most Efficient Cleaning,  
Largest Capacity, Handles  
All Grain or Seed,  
Lowest Price Quality Construction—Built in 6 Sizes.

Write  
**CLELAND MFG. CO.**  
Minneapolis, Minnesota  
Established 1824



Oberon, N. D.—The F.C.A. has offered for sale the 45,000-bu. grain elevator here, now leased by the Farmers Union Co-op. Elvtr., subject to said lease which expires July 31, 1941. Bids for the sale were received up to noon Feb. 18.

Hatton, N. D.—The Hatton Farmers Elvtr. Co. has awarded contract to the T. E. Ibberson Co. to construct a 100,000-bu. grain elevator. Work will begin about Apr. 1. The company now has two elevators here and the new structure will about double the present capacity. S. E. Olson is manager.

Bowbells, N. D.—The Bowbells Farmers Union Elvtr. Co. will purchase the Perella Elevator from the Dakota Grain Co. The elevator, located between here and Northgate, will be operated as an auxiliary house to the Bowbells establishment. According to present plans the elevator will remain open only during the threshing season.

## OHIO

Norwood, O.—Henry Feldman installed a Kelly Duplex Corn Cutter and Grader.

Williamsport, O.—The Heffner Grain Co. sustained a small property loss on Feb. 19 from high winds.

West Lafayette, O.—The T. J. Hanley grain elevator and the C. P. Bauer feed mill were destroyed by fire Mar. 1.

Bryan, O.—A spark from an exposing fire caused a fire on the roof of the track shed of the Bryan Transfer Elvtr. on Feb. 19. The damage was small.

Coldwater, O.—The Coldwater Grain & Coal Co. has replaced its attrition mill with a Bauer Slow Speed Hammer Mill, direct connected to a 40 h.p. fully enclosed motor.

Converse (Elgin p.o.), O.—Adam H. Clay, 71, for the past 36 years engaged in the grain business and manager of the local elevator for many years, died at his home in Monticello Feb. 13 after an illness of a few days.

Conover, O.—The upper portion of the elevator owned by G. C. McDonald of the Conover Feed Store was destroyed by fire Feb. 18. Only a small quantity of grain was stored in the building. The loss is partially covered by insurance.

Clyde, O.—The Irvin T. Fangboner Co. is building a frame elevator, 90x24 ft., on its lot on Railroad St. The building will replace the one that was destroyed by fire last autumn. The Sidney Grain & Machine Co. will direct the building of the new elevator.

Columbus, O.—The Ohio Grain, Mill & Feed Dealers Ass'n is planning an especially interesting and informative program for its convention at the Deshler-Wallick Hotel June 2-3. A large attendance is anticipated and members are urged to make reservations early.—W. W. Cummings, sec'y.

Derby, O.—The Hill Grain Co. put on the biggest John Deere Day in its history Feb. 10 when 600 farmers and their families were entertained at an all-day program. There were movies, free lunch and a big dance in which everybody joined. Ivan Hill, junior partner of the firm, had charge of the day's program.

North Baltimore, O.—A judgment of \$645 is asked against Fred H. Redfern, executor of the estate of the late W. L. Stouffer, in Common Pleas Court of Hancock County, by Lee Shilling, farmer. He contends Stouffer purchased 1,000 bus. of seed oats from him Mar. 1, 1940, at 90c per bushel, totaling \$900. Tho Stouffer agreed several times to send for the grain, it was never called for, and was stored on the Shilling farm. Shilling claims he presented a bill to Redfern after Stouffer's death, and that his claim was rejected.

Bowling Green, O.—A six car soybean special train consisting of a lecture car, exhibit car, women's lecture and exhibit car, diner and power car arrived over the B. & O. Feb. 26 and from 9 a. m. to 4 p. m. was open to the public. Lectures on "Fitting Soybeans into the Farming System" and "Production Problems" were presented twice during the day by members of the Agronomy Dept. of the Ohio State University and Experiment Station. Excellent exhibits, "Choice of Varieties," "Value of Inoculation," "Culture," "Soil Productivity," "Harvesting and Uses of Soybeans" featured the exhibit car. O. K. Quivey, manager, Agricultural Development Dept. of the B. & O. railroad, is in charge of the train. A tour of Ohio, Indiana and Illinois is being made, starting Feb. 24 and lasting until April 2.

Metamora, O.—The Metamora Elvtr. Co. entertained 375 persons at a free feeders' meeting at the high school auditorium the evening of Feb. 12. A talking picture, "Feeds and Folks," was shown and a talk was made by F. E. Frenz, nutritional director of the McMillan Feed Co., Ft. Wayne, Ind.

Columbus, O.—The Ohio Grain, Mill & Feed Dealers Ass'n will arrange and conduct the program given under the Mill & Elevator Division on April 15 at the annual meeting in the Neal House of the All Ohio Safety Congress. The latter organization convenes here on April 14-15 and 16. The grain dealers' program starts at 1:30 p. m. and will include among its speakers R. S. Willcox, sec'y of the Ohio State Millers Ass'n; N. E. Sinnott of the National Milling Co., Toledo, O.; and D. B. Walker, manager of the grain department, Ralston-Purina Co., Circleville, O. The Ohio State Millers Ass'n will hold its annual convention on April 16, and grain men are urged to plan to attend both of these meetings. W. W. Cummings, sec'y of the Ohio Grain, Mill & Feed Dealers Ass'n, urges elevator operators to attend the April 15 session without fail.

Lucasville, O.—The Scioto Farm Buro Co-op. Ass'n's new mill and elevator are practically completed and ready for operation. Formal opening will be celebrated Mar. 22 on the first anniversary of the fire that destroyed the mill at a loss of \$100,000. The new plant has been termed one of the finest grain mills in Ohio. The basement floor is concrete and the walls to the second floor are of brick; from there to the top and the roof, are steel. The basement houses a large boiler used for drying grain and heating the plant. An adjoining room houses a 120-h.p. diesel engine which provides operating power and light for the plant. An auxiliary plant generates light current when the big motor is idle. A 20-ton scale, with 9x34 ft. platform, is located in the driveway. There are 21 frame bins inside the plant, three one story high; 18, 24 ft. high; capacity 15,000 bus. The outside steel tanks, 4 with interstice bins, are 18 ft. in diameter and 24 ft. high; capacity 30,000 bus. The new mill is completely modern in structure and equipment and automatically operated. An automatic feed mixer is located on the first floor. Sacking machines and automatic scales are located at the bottom of chutes on the first floor. Huge cyclone fans draw the dust to collectors on the fourth floor. All machinery, drive belts and conveyors are enclosed and protected with latest safety devices. A 30x108-ft. warehouse has been constructed in front of the elevator and an office adjoins the warehouse. Railway scale on the siding damaged by the fire will be repaired later. The steel tanks, damaged by the fire, were rebuilt and painted. Floyd Dever, ass't mgr., is in charge of the local plant.

## TOLEDO LETTER

O. E. M. Keller, president and manager of the Kasco Mills, Inc., entered Toledo Hospital Feb. 17 for a minor surgical operation. His condition is very satisfactory.

Anthony J. Salak, newly appointed manager of the Thomson & McKinnon office in Toledo and John Luscombe of the Southworth Grain Co. were elected members of the Board of Trade.

Kenton D. Keilholtz of E. L. Southworth & Co., Inc., was voted an honorary life member of the Board of Trade at the Board's regular meeting recently. Mr. Keilholtz has been a member of the Board since 1905, serving as president two different times.

## OKLAHOMA

Hollis, Okla.—C. B. Birdwell has recently added a second feed grinder at his mill.

Yukon, Okla.—Dobry Flour Mills, Inc., recently sustained a small loss from high winds.

Oklahoma City, Okla.—House Bill 213 pertaining to unemployment insurance, has been introduced.

Kingfisher, Okla.—The Burrus Mill & Elvtr. is building a 1,000,000-bu. storage plant here.

Glencoe, Okla.—A local elevator was sold for delinquent taxes Feb. 11 to R. L. Murphy, route 2, for \$124. Taxes due against it amounted to \$103.85.

Medford, Okla.—The Clyde Co-op. Ass'n is building a 200,000-bu. storage elevator, located just south of the present Clyde elevator on the Rock Island right-of-way.

Hennessey, Okla.—The Pocasset Grain & Elvtr. Co. is completing an addition to its local grain elevator that will provide additional storage space for 30,000 bus. of wheat.

Blackwell, Okla.—The Deer Creek Elvtr. Co. will open bids soon for construction of a concrete storage building. Horner & Wyatt are the designing engineers. The bins will have a storage capacity of 157,000 bus.—J. H. G.

Enid, Okla.—The Oklahoma Grain & Feed Dealers Ass'n will hold its annual convention here May 14 and 15. The annual banquet will be held the evening of May 14. An interesting and instructive program is being planned for the occasion.

Vici, Okla.—The A. & J. Milling Co., celebrating its first year of business here, held open house at the mill Feb. 14 and 15, when the public was invited to make an inspection tour of the plant. Biscuits and coffee were served all guests.

Ada, Okla.—The Ada Milling Co. celebrating its 40th anniversary in business and the completion of a full year without an off-time injury, enjoyed a banquet and short program at Aldridge Hotel the evening of Feb. 10. In attendance were the management, employees and some invited guests.

Enid, Okla.—As a result of an investigation of "gyp" methods of truckers in this section, a penal suit charging grand larceny by fraud was filed against Clyde Hagen, Jr., of St. Joseph, Mo., and a conviction was handed down the week of Feb. 24 by the jury in this case. Hagen was sentenced to one year in the penitentiary. Several suits for the recovery of money lost by these frauds have been filed and will be tried in the courts here at a later date. A bill governing the operations of itinerant merchants, better known as gypsy peddlers, was introduced in the House of Representatives the first week of the state legislature. This bill was sent to the com'ite on manufacturing and commerce and a com'ite substitute was reported out "do pass." Members are urged by E. R. Humphrey, sec'y, Oklahoma Grain & Feed Dealers Ass'n, to contact their representatives, asking for their support of this bill.

## PACIFIC NORTHWEST

Pilot Rock, Ore.—The Pendleton Grain Growers have bot a large block of stock in the Pilot Rock Elvtr. Co.

Waitsburg, Wash.—The Touchet Valley Grain Growers, Inc., has added a hardware department to its operations.

Howell (Silverton p.o.), Ore.—Don Vinton of Howell Prairie has acquired the interests of H. Hampton in North Howell, consisting of a feed mill, general store and service station.

Craigmont, Ida.—The Lewistown Grain Growers, Inc., have purchased from F. C. A. the latter's local grain elevator and warehouse. It was the only one to submit a bid on the property.

Eugene, Ore.—The Oregon Feed Dealers Ass'n held a district meeting here at Seymour's Cafe Mar. 11. Cy Sievert, Feed Service Dept., American Dry Mill Institute, Chicago, was the principal speaker.

Portland, Ore.—The Oregon Feed Dealers Ass'n held a dinner meeting here Mar. 7 at the Bohemian Restaurant, the first of four district meetings to be held. On Mar. 10 the Washington County District held a dinner meeting at Forest Hills Golf Club, the usual meeting place of this district.

# STRATTON GRAIN CO.

MILWAUKEE, WIS.  
CHICAGO, ILL.      SPRINGFIELD, O.      ST. JOSEPH, MO.      NEW YORK, N. Y.  
**MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS**  
*Consignments and Future Orders Solicited*



## SOUTH DAKOTA

Gordon, Wash.—The Lacrosse Grain Growers, Inc., of LaCrosse, Wash., in preparation for the new crop have let a contract to W. J. Morrell for a 65,000-bu. bulk elevator, according to Mgr. C. M. Cook. With the addition to the present facilities at Lacrosse, Pampa, Hay and Schreck, the growers will have close to 500,000-bus. bulk space.—F. K. H.

Kennebec, Wash.—Facilities similar to those in use at Umatilla, where a 300-ft. conveyor from the Pendleton Grain Growers elevator extends to a point well out over the Columbia River, for use in bulk wheat outlets, are contemplated here immediately, and proposed for several points on the lower Snake and the Columbia around Pasco.

Olympia, Wash.—House Bill 304 was introduced Feb. 6. An Act relating to the establishment of a division of commission merchants in the Department of Agriculture.—House Bill 518 introduced Feb. 22. Food—Tax Exemption Amends Section one, Chapter 67, Laws of 1939, providing for tax exemption of grain, flour, fruit, vegetables and fish.

Vale, Ore.—The newly organized Malheur Milling Co., of which C. E. Charles has been elected president, will start construction of a mill near here as soon as sufficient stock is paid in. Over 50 per cent of the stock has been paid in. The new mill will manufacture alfalfa greens and pellets and will provide an outlet for all the surplus hay in the lower Snake River valley.

Prescott, Wash.—The Touchet Valley Grain Growers, Jack Sweazy, manager, are building a 100,000-bu. elevator. The new plant will be entirely separate from the company's 75,000-bu. elevator already in operation here and will be equipped with the latest improved handling equipment. Contract for the new elevator has been awarded to the Hengson Const. Co. and building will start at once.

The Dalles, Ore.—Sherman County ranchers and marketing interests following a conference with The Dalles planning commission, stated they will retain an architect and engineer to design plans for a substantial bulk elevator on the local Columbia River waterfront as soon as they can be assured of a site beside deep water and serviced by sewers, water and various forms of transportation. The outcome depends on vote for \$10,000 bonds.

Chehalis, Wash.—The Chehalis Grain Co. is razing its building preparatory to constructing a \$5,000 building to take its place. The property recently was purchased by Ramon E. Pollom, who with his father, A. E. Pollom, owns the Chehalis Grain Co., from E. C. Kuehner. The company will keep in operation thruout the entire period of construction. A storage warehouse for merchandise has been leased while retail trade will be carried on from the grain company building. Plans call for a new concrete building 50 x 112 ft. The section housing the mill machinery will be two stories high; the remainder of the building, one story. A. E. Pollom has been in the grain business over 30 years.

Seattle, Wash.—House Bill No. 281 includes within the term "commission merchant" any person who buys agricultural products for manufacture or processing, where the purchase price is dependent upon the sale price of the processed product; limits cooperative associations to those who deal exclusively in the products of their members; prohibits any licensee from holding both a commission or cash buyer's license; requires all licensees to qualify as to financial responsibility; permits the filing of a protest within a 30-day period against the issuance of a license to any applicant and for a hearing thereon; requires all licensees, where no protest is filed, to be granted at the expiration of such 30-day period; provides that the failure of any licensee to have effective policy of insurance on file automatically cancels license; requires all licensees to maintain principal place of business in this state and to keep therein a record of all receipts and disbursements.

## PENNSYLVANIA

Mt. Rock (Carlisle p.o.), Pa.—James A. and Sherman H. Goss have purchased the Mt. Rock Mill from Edwin Spanogle. James A. Goss operates a flour mill at Maitland.

Belle Fourche, S. D.—D. J. Toomey, founder of a feed concern here and of the Toomey Milling Co. at Spearfish, S. D., died recently at his home in San Diego, Cal.

Geddes, S. D.—C. T. Parlet of Stickney, S. D., has succeeded Ralph Latza as manager of the Geddes Grain Co. Mr. Latza after a brief visit in the east will join the army.

Watertown, S. D.—H. E. McArdle of Huron is the new general partner of the firm of Mortenson Farm Service. He will have charge of the elevator grain, feed and seed department.

Pierre, S. D.—H. B. 305 provides that South Dakota and adjoining states may enter into reciprocal agreements exempting trucks of neighbor states from duplicate taxation. It is estimated that South Dakota now is collecting annually \$118,000 in license fees from out of state truckers.

Marion, S. D.—William P. Tiezen and George J. Goosen have purchased the grain elevator belonging to Fred E. Way and are remodeling it into one of the best equipped elevators and feed mills in the state. The new owners will buy and sell grain, handle feeds and do custom grinding. George J. Goosen is manager.

## SOUTHEAST

Jackson, Miss.—Wally W. Wright, manager of the feed and flour department of the Merchants Co., has returned home after spending a few weeks in a Memphis, Tenn., hospital.

Atlanta, Ga.—The Goepper Feed Co. plant, Piedmont Road, N.E., was destroyed by fire the latter part of February. Dan Goepper, owner, formerly was prominently identified with the cottonseed oil business.

Cheraw, S. C.—The Southern Flour Mills of Albemarle, N. C., has acquired a site on the Atlantic Coast Line tracks where it will erect a feed mill. The plant will include an elevator with two concrete bins, each with a capacity of 50,000 bus. of grain, a warehouse 50 x 150 ft. and a mill building. The addition of a flour mill is contemplated. All kinds of chicken and stock feeds will be manufactured, supplying feed for the firm's business in North and South Carolina.

Ocala, Ga.—The interest of M. V. Griner in the feed and grocer wholesale firm of Griner-Wilcox Co., has been purchased by John Wilcox and Howard Cargile. The firm name has been changed to Wilcox & Cargile.

Marks, Miss.—The Marks Milling Co. has started operations in its new building designed by architects of the General Foods Corp. The machinery was selected and installed by engineers of GFC. The mill is owned and operated by O. B. Wooley.—J. H. G.

Whiteville, N. C.—The Waccamaw Milling Co. has opened its recently completed feed mixing mill, a part of the flour plant now under construction here. Oliver Nelson is manager of the new enterprise. The feed plant is equipped to make scratch feed, dairy feed, hog feed and custom mixed molasses feed. Custom grinding is a feature of the mill. The flour mill will be completed in time for the wheat crop.

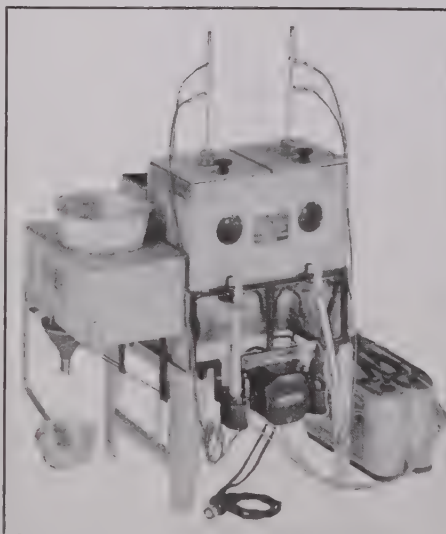
## TENNESSEE

Nashville, Tenn.—T. E. Breene, formerly production manager of the Colonial Mill Co. here, has been transferred to the Fort Negley Feed Mills, which is owned by the Fletcher-Wilson interests who control the Colonial company.

Kingsport, Tenn.—R. H. Harkleroad has purchased the stock of the Kingsport Produce & Feed Co. from J. L. Kincheloe who had owned and operated the firm for 18 years. The business will be continued with the same personnel.

Morristown, Tenn.—R. O. Russell has taken over the management of the H. C. Milling Co., formerly the Russell Milling Co., and will manufacture feeds, flour and meal. The mill has been completely overhauled. Robert Bales of the Hamblen Motor Co., is the new owner of the business. Mr. Russell is well known here having formerly been connected with the mill for several years.

Union City, Tenn.—William McKendree Warterfield, 75, of the Warterfield Grain Co. died Feb. 25 after an illness of six weeks. Mr. Warterfield was engaged in the grain business in Nashville for 18 years, returning then, to Union City where he organized the Warterfield Grain Co.



## The most ECONOMICAL METHOD of MOISTURE TESTING!

The Brown-Duvel Moisture Tester—known thruout the world for its accurate, economical operation is perfect for the smaller mill or elevator, where cost is important.

Like all Seedburo Quality Equipment, it is fully guaranteed and made of the best materials, assuring years of reliable service.

Regardless of the size of mill or elevator you operate you will find Seedburo Equipment serves you better and at lower cost.

## A COMPLETE LINE



Steinlite Electric Moisture Tester  
Brown-Duvel Moisture Testers  
and Complete Accessories  
Tag-Heppenstall Moisture Meter  
Emerson Dockage Testers  
Boerner Samplers and Mixers  
Dockage Sieves—Grain Triers  
Scales—Sample Pans

**SEED TRADE REPORTING BUREAU, INC.**  
620 BROOKS BLDG. CHICAGO, ILLINOIS



## TEXAS

Victoria, Tex.—The West End Feed Store & Hatchery held its formal opening for business on Feb. 8.

Fort Worth, Tex.—The Texas Grain & Feed Dealers Ass'n will hold its annual convention here May 9 and 10.

Amarillo, Tex.—The Panhandle Grain & Feed Dealers Ass'n will hold its annual convention here May 12 and 13.

Shiner, Tex.—Shiner Farmers Co-op. Gin & Mill Ass'n. installed a Kelly Duplex Vertical Feed Mixer with motor drive.

Dallas, Tex.—House Bill 270 has been introduced. Licensing and regulating commission merchants, processors, dealers, etc., in agricultural products.

San Antonio, Tex.—R. E. Snively, formerly in the grain and feed business of South Texas, is in charge of the local office of the H. S. Masters Co., brokers.

Liberty, Tex.—Challenging Attorney General Gerald Mann's opinion that a rice sales promotion tax bill was unconstitutional, Rep. Price Daniel said a mass meeting of south Texas rice growers supporting the measure would be soon called to plan further action.—J. H. G.

Dallas, Tex.—H. S. Masters Co., brokers of San Antonio, Tex., has opened a general brokerage office in the Kirby Bldg., handling millfeeds, flour, grain, cottonseed products and all high protein feeds on a strictly brokerage basis. H. S. Masters, head of the business, has moved here and will make the local office his headquarters.

## WISCONSIN

Waupaca, Wis.—J. E. Martin bought the City Mills and will operate as the Waupaca Feed & Grain Co.

Waukesha, Wis.—J. L. Davies & Sons installed a Kelly Duplex Corn Cutter and Grader with motor drive.

Stoughton, Wis.—John Ehle has been appointed field service man for the Farmers Feed & Seed Supply Co.

New Holstein, Wis.—Peter Iversen, 69, operator of a grain elevator for a number of years in partnership with two brothers, John and Fred, died Feb. 26.—H. C. B.

Milwaukee, Wis.—The rate of interest for the month of March has been determined by the finance com'te of the Milwaukee Grain & Stock Exchange at five per cent.

Madison, Wis.—Professor Emeritus Ransom A. Moore, 79, of the University of Wisconsin, internationally known for experiments with corn, barley and oats, died Feb. 26.

Randolph, Wis.—The old grain elevator, one of three that were operated in 1880 by the James Knowles Co., is being razed. The structure, about 80 years old, was sold recently to Busse Bros., to be taken down for the fine old white pine and other timbers it contains.

Superior, Wis.—An agreement to sell to the Farmers Union Grain Terminal Ass'n lake front property for the construction of a five million bu. elevator here was approved by the county board of supervisors. The purchase price for the county owned property in the vicinity of First St. and Tower Ave. was \$1,000.

Manitowoc, Wis.—Gov. Julius P. Heil has named Guido R. Rahr, president of the Rahr Malting Co., to fill a vacancy on the state conservation commission. Mr. Rahr has been an ardent conservationist and for years has donated feed to be used by the Manitowoc County Fish & Game Protective Ass'n in its winter bird feed.—H. C. B.

Luck, Wis.—The Atlas Co-op. Creamery Co. is considering the erection of a feed mill building and installation of milling and mixing machinery, to operate in conjunction with its creamery business. A com'te appointed to investigate the feasibility of the venture consisted of Carl Linden, Jack Casperson, L. Elert Ahl, H. D. Ericksen and David Flink.

Madison, Wis.—The Master Feed & Seed Co., Inc., subsidiary of McMillen Feed Mills, and distributor of Master-Mix feeds and Allied Seed Co. field seeds, celebrated opening of its new warehouse with a dinner gathering of over 200 grain, feed, and seed dealers from its 150-mile wide trade area. Featured speaker after the dinner in the Loraine Hotel was Dusty Miller, famous philosopher and humorist.

Milwaukee, Wis.—A net income of \$925,806 for the 12 months ended Jan. 31, 1941, was reported by the Froedtert Grain & Malting Co., Inc. The report showed a decline from the net of \$981,097 earned in the preceding period.

Cadott, Wis.—Al Ampe has purchased the stock and business of the Doughboy Mills Co. and leased the building from the Doughboy Co. He will use it as a warehouse for storing large stocks of feeds, flour, etc., while he will continue to operate his feed store on Main St.

Lyons, Wis.—The Feser Feed & Fuel Co. has completed its new building, which is twice the size of the former one destroyed by fire Jan. 4. A new two-ton Fairbanks Scale, a direct drive two-fan feed grinder with capacity of three tons per hour driven by a 25 h.p. Fairbanks-Morse Motor and a master-feed mixer have been installed.—H. C. B.

## Scale Division to Get Charter

The Calumet industrial division of the National Scale Men's Ass'n held a charter presentation banquet and dance in the Crystal Ballroom of the Hotel Gary, Gary, Ind., Wednesday, Feb. 19, at 8 p. m.

The evening's festivities were preceded by a 7-course banquet. Entertainment was by the Duval Sisters, Elaine and Charlotte, and the Brolley Brothers orchestra.

The charter presentation program was conducted under the able leadership of C. C. Neale, toastmaster, philosopher, humorist and wit.

Hon. Dr. E. L. Schaible, mayor of Gary, made the charter presentation. W. M. Stubbs, chairman of the division, responded.

Speakers were J. A. Schmitz, custodian for the Chicago Board of Trade; Rollin H. Meek, chief of the Indiana Department of Weights & Measures, and Robert H. Moore, lawyer and lecturer.

## Leaking Cars at Superior

In his 1940 report of the condition of cars received, claims for shortage handled, and record of shipper's weight cards, H. A. Juneau, state weighmaster for the Wisconsin Grain & Warehouse Commission, at Superior, Wis., shows a drop in the percentage of cars received showing grain door leaks. The drop was to 2.37 per cent of all cars received, compared with 3.45 per cent in 1939 and 3.07 per cent in 1938.

The total of cars received was 35,531, of which 192 showed newly nailed or cleated patches; 520 had leaks at sides, ends, bottoms or corners; 589 had grain door leaks; 253 had leaks over the grain doors (top section displaced); 80 had holes stuffed with rags, paper or waste; 20 showed a depression in the grain line; 30 carried broken seals and 36 had seals improperly applied; 31 carried no seal on side door; 36 had no seal on end door; 7 had lost their seals; 9 had a broken door hasp; 8 arrived with a side door open, and 12 with an end door open or boarded; 1 was a bad order car at the elevator.

The report shows that claims were filed on 915 of the cars received, on special claim forms sent to the department for the weight records. This averaged about 1 claim in 39 cars received. The total shortage claimed was 12,520 bus., or an average of 13.68 bus. per car where claims were filed. Thirty of the cars on which claims were made arrived leaking, 4 were patched, 881 were in good condition.

Only 1,663 of the cars received at Superior from country elevators during the year carried shippers' weight cards. Of these, 13 weighed out even, 1,283 were short, 367 were over. Total pounds over were 485,695; total pounds short, 589,532.

Summarizing inter-market movement of cars loaded at Superior and bearing shippers' weight cards, the report shows an average shortage per car for all cars of only 104 lbs. On cross-town movements the average shortage was only 101 lbs. The average shortage from shippers weight cards in cars from Minneapolis houses was 147 lbs.; from Duluth houses, 116 lbs.

# Receiving Books

## For Grain Buyers

**Farmer's Deliveries.** A convenient form for recording loads of grain received from farmers. Tare weight is entered immediately under gross to facilitate subtraction. Two hundred pages of linen ledger paper, ruled 20 lines to a page, thus accommodating 4,000 loads. Well bound in cloth, with keratol back and corners. Order Form 380. Weight 2¾ lbs. Price \$2.50, plus postage.

**Receiving and Stock Book** for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any grain on hand. Size 9¼x11½, 200 pages, with a capacity for 4000 loads. Well printed on linen ledger paper, bound in cloth with keratol back and corners. Order Form 321. Weight 2¾ lbs. Price \$2.50, plus postage.

**Grain Scale Book,** a combined Journal and Receiving book. Each man's grain is entered on his own page. Both debits and credits are posted to the ledger. Contains 252 numbered pages and 28 page index, size 10½x15½ inches, will accommodate 10,332 loads. Printed on linen ledger, bound in extra heavy black cloth covers, with keratol back and corners. Weight 5 lbs. Order Form 23. Price \$4.00, plus postage.

**Grain Receiving Register** is designed for recording the receipts of farmers' grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size 8½x14 inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Weight 3 lbs. Order Form 12AA. Price \$2.55, plus postage.

**Duplicating Receiving Book,** designed to facilitate the recording of loads received from farmers. Book contains 225 leaves, size 12x12 inches with 33 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the inside half with carbon between. It may also be used by line agents in making daily reports. Check bound with canvas back, nine sheets of carbon. Weight 4½ lbs. Order Form 66. Price \$2.60, plus postage.

**Grain Receiving Ledger,** may be used first as a Stock Book by posting the receipts daily, weekly or monthly from some other portion of this book, or from any other scale book, giving a page to the grain handled; Second, as a patrons' ledger, by giving a full or half page to each patron; Third, pages may be used to enter each load of grain received in consecutive order under their respective headings. Contains 200 numbered pages with 44 lines to page, and a 28-page index, size 8½x13½, ruled with the usual column headings, including Debit and Credit columns. Printed on linen ledger paper and well bound in black cloth sides with keratol back and corners. Weight 2½ lbs. Order Form 43. Price \$3.00, plus postage.

**Form 43XX** contains 428 pages same paper and ruling as Form 43. Weight 4½ lbs. Price \$5.00, plus postage.

Printed and Supplied by

## Grain & Feed Journals

Consolidated

332 South La Salle St. Chicago, Ill.



## C.C.C. Corn Loan Program

[C. M. Hunter of the C. C. C. addressed the annual convention of the Illinois Farmers Grain Dealers Ass'n. Here are excerpts from his address.]

The United States entered the 1940-41 corn marketing year with a corn supply of 3,150,000,000 bushels of corn. Our total supply of all livestock feeds for the year is 135,000,000 tons or about 16,000,000 tons larger than during the 1928-32 period. This includes feed grains, high protein concentrates and mill feeds. The hay supply is about 15% above the 1928-32 average. There is enough corn and other feed on hand to produce more meat and livestock products than the American public has ever consumed in any one year.

The resealing programs of 1939 and 1940 provided storage allowances for farmers wishing to reseed their corn. This has made it possible for numerous farmers to build substantial storage facilities. We have made progress in improved design and construction of storage structures for proper conditioning and preservation of the corn collateral. The width of the crib and facilities for proper ventilation are important factors in areas of high humidity. Long time storage is more severe on crib structure because of the tremendous pressure of dry corn and solid and substantial bracing is needed.

Considerable educational work can be done regarding shelling and cleaning of corn. Many shellers are careless about cleaning and cracking. Where corn has been thoroughly conditioned in crib storage, shelled with moisture content below 13½% and cleaned, it can be stored safely providing the structure is tight enough to prevent the corn from taking up excessive moisture.

About 850 country warehouses in Illinois were storing 11,776,256 bus. of corn owned by the government as of Dec. 31, 1940, according to the Illinois State Office. A large percentage of the country elevator men have met requirements and signed the uniform warehouse agreement. I am pleased to report that elevator men are meeting the requirements and the corn the Commodity Credit Corp. has in storage reflects that it is receiving close supervision.

The 1940 Corn Loan Program was designed to encourage long term storage. The loan period has been extended from 4 months (Dec. 1 to March 31) to 10 months (Dec. 1 to Sept. 30) and the term of the loan has been extended from one year to three years.

The loan rate of 61 cents per bushel is mandatory under the Agricultural Adjustment Act of 1938 in view of the November corn crop estimate and latest estimates on the national average corn price. The Act provides that loans shall be made at 75% of parity in any year when the crop is less than a normal year's domestic consumption and exports and the price on Nov. 15 or at any time thereafter during the market year is less than 75% of parity. The November crop estimate indicated a 1940 corn crop of 2,434,000,000 bus. or less than a normal year's domestic consumption and exports for 1940-41, estimated at 2,490,000,000 bus. The Nov. 15 national average farm price of corn was estimated at 56.9c per bushel or approximately 70% of parity. With the parity price of corn at 81.5c per bushel, the 1940 corn loan rate was established on the basis of 75% of parity or 61c per bushel.

Our loan program is not for the purpose of seeking a lot of loans, and the success or failure should not be judged in the number of loans made, but on its effect in stabilizing prices. Many loans have been made in previous programs just because the producer wished to take advantage of the loan rate which was higher than the local value of corn.

Corn loan borrowers are asked to give assurance of storage until Oct. 15, 1942. For tenants this will involve the landlord's consent. However, a farmer may deliver his corn in full settlement at the end of the second year during August, September and October, 1942, upon 30 days' written notice to the Agricultural Adjust-

ment Administration Com'te for his county. If a farmer loses possession of the farm on which the corn is stored or receives written notice from his landlord requesting removal of the corn from the structure in which it is stored, he may deliver the corn in settlement during August, September and October, 1941, on 30 days' notice.

Loans are available thruout the loan period on ear corn, and from July 1, 1941, to Sept. 30, 1941, on shelled corn which has been thoroughly dried in crib storage before shelling. To be eligible for a loan the corn must grade No. 3 or better except for moisture and test weight. Maximum moisture content acceptable in loan corn will vary with the time the loan is obtained as follows: Ear corn between Dec. 1, 1940, and March 31, 1941, 20½%; between Apr. 1, 1941, and Apr. 30, 17½%; between May 1 and September 30, 15½%; shelled corn between July 1, 1941, and Sept. 30, 1941, 13½%.

## Western Electric Overhead Truck Hoist

Essential to a modern grain elevator business is a truck hoist that can dump any load of grain that is presented. The Western Electric hoist designed and manufactured by the Union Iron Works and illustrated herewith will do just that.

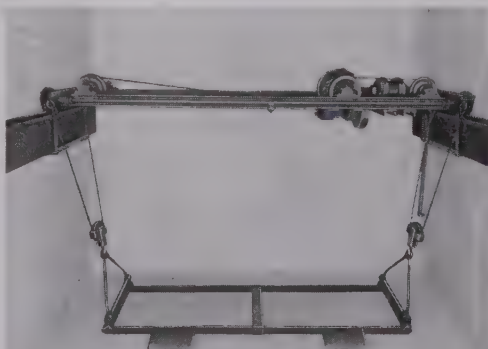
Realizing that the loads of grain are ever increasing in weight, the first consideration in the construction of this hoist was to make it strong, therefore heavier materials were used throughout and the result was a hoist weighing from 400 to 500 pounds more than many hoists. This extra weight makes a more rugged hoist and one capable of handling heavier loads. The best of materials and roller bearings are used throughout.

The overhead mechanism placed at one end of the carrier consists of a 3 H.P. motor, spur gear and pinion, and worm gear reductions. The worm gear feature makes it possible to hold the load at any point. Motors of greater H.P. may be used if desired.

The cradle is made of heavy angle irons with welded approach plates and a wooden fill-in between the angles. The lifting cables are of the best grade plow steel hoisting cable.

A safety rail lock feature makes it impossible for the carriage to become dislodged from the track either by careless driven trucks or from any other cause. A mild steel arm or lever projecting down from the overhead carrier is furnished for moving the carrier along the track by hand.

The track is an especially constructed T-iron and the wheels are of the double flange type. The axles to which the wheels are key-seated extend the full width of the driveway and are equipped with roller bearings. If the wheels on one end of the carrier turn the ones on the other end must turn also and this prevents one end from getting ahead of the other and wedging the carrier between the walls of the driveway.



Electric Overhead Truck Hoist

No care or expense has been spared in making the Western Electric roller bearing truck hoist all that users could desire.

## Grain Dealers of Northeast Indiana at Fort Wayne

Northeast Hay & Grain Dealers Ass'n held an interesting and enjoyable meeting at the Wayne Hotel, Fort Wayne, Ind., the evening of March 10, on which occasion W. B. Krueck, Allied Mills, Inc., was present as guest speaker. Mr. Krueck's talk was of an educational nature from beginning to end, and proved of great interest to his audience.

The evening was started with a chicken dinner, by no means a small feature of the occasion. Sixty men partook of one of the most delicious repasts imaginable, a fact attested to when, by unanimous vote, it was decided to hold the ass'n's May 12 meeting at the same place.

Roy L. Mossburg, president, presided during the evening. L. R. Rumsyre is sec'y of the group and deserves no small amount of credit for the excellent programs presented.

## The Crop Testing Plan

The "Crop Testing Plan" work fits in with other efforts being made, and does not overlap any of them. It is conducted with the technical aid and advice of the government's agricultural scientists and with the work of the many superintendents and elevator agents of those grain companies which support and pay for the cost of the Crop Testing Plan work, viz.:—The Searle and Home Grain Companies and the Midland & Pacific Grain Corporation.

The "Crop Testing Plan" method is to analyze and classify samples of farmers' grain delivered to elevators; which samples in turn of course represent the fields of wheat produced by farmers. In short the "Crop Testing Plan" examines and analyzes the farmers' growing fields of wheat and classifies them according to degrees of excellence; depending upon whether the variety being grown is a recommended or desirable variety, and depending upon the percentage of mixtures of varieties present in the crop: (It is found that mixtures of varieties most certainly decrease the yield of the crop, and also lower the grade of the grain, all of which in turn lessens the incomes farmers receive from their farming efforts.)

**THE RESULTS.**—During the past ten years approximately 150,000 farmers' fields of wheat have been tested and analyzed. In 1931, the first year of the Plan, 21% of the fields that were tested were found to be A's, that is, to consist of a recommended variety and so being suitable for use as seed in the district. The percentage of C's was 32%, meaning the samples consisted either of an undesirable variety or contained sufficient mixtures to be harmful, and the percentage of crops that were classified as "mixtures," that is of no one variety at all but merely of mixtures of varieties, was 34%; or of C's and mixtures combined 66%.

This last year 1940, on the other hand, the percentage of A's was found to be 41%, C's 23% and of mixtures 14%, or of C's and mixtures combined 37% only. (There is a classification of B's omitted in each case, B's being midway between A's and C's.)

It will be observed by this that during the 10 years a very substantial increase has taken place in the A's, and a very substantial decrease in the C's and mixtures.

From the samples tested in 1931, farmers, it was found, themselves desired to grow 22 different varieties, whilst in 1940 they desired to grow only 10 different varieties.

In 1931 there were found in the mixtures 27 different varieties. In 1940 there were found in the mixtures only 13 varieties, again indicating that during the ten years a number of un-



desirable and old-fashioned low-yielding and low-quality varieties have entirely disappeared.

The tests made in 1940 show that now Thatcher is in first place, occupying 41% of the entire acreage. Marquis has fallen to second place with 27%, and Red Bobs occupies third place with 12%, Garnet having dropped down to only 2.2%.

The rapid spread of Thatcher over the rust area of Manitoba and eastern Saskatchewan was brought about, to a great extent, because of the importation by the "Crop Testing Plan" from Minnesota of eight carloads of Certified Thatcher in the fall of 1935.

It was calculated that this single Crop Testing Plan importation of Thatcher increased the income of our Canadian farmers in 1938, a rust year, by at least \$18,000,000.—Searle Grain Co.

## Claims Adjusted by N. D. Railroad Commission

Among the complaints adjusted during the past year by the North Dakota Board of Railroad Commissioners are the following:

Webster, N. D.—Tripple Bros. v. Farmers Grain Co. Complaint filed over inability to sell grain placed in storage with warehouseman in question. Investigation disclosed warehouseman was on notice of prior liens against grain delivered and deferred payment for same pending determination of rightful owner. This department lacked authority to settle the point in question.

Litchville.—Pawluk v. Woodworth Elevator Co. Warehouseman charged with under-payment for oats delivered to him and sold. On investigation it developed that grain was delivered and sold at a time and prevailing price different from that set up in complaint. Records showed that a premium was paid at the time of sale. Claim rejected.

Flaxton.—Ellithorpe v. Victoria Elevator Co. Controversy over period of free storage prescribed by law. Warehouseman maintained that 15 days' free storage applied only when grain was sold within 15 days from date of delivery. The law being specific on the point plaintiff was sustained in his claim for the fifteen-day free storage period.

Kelso.—Ed. Ried v. Equity Elevator & Trading Co. Dispute over free storage promised and written into storage receipt by former manager of warehouse. New management backed by board of directors sought to repudiate the free storage clause as written into receipt. Department representative requested to join conference aimed to effect settlement. Warehouseman sustained in the repudiation of amendment in receipt since law prescribes storage contract language and forbids amendment thereof.

Selz.—Gudmund Rortvedt v. Victoria Elevator Co. Complaint filed based on apparent grain shortage as reflected by difference between thresher's figures and elevator weight, and unwillingness of warehouseman to permit Rortvedt to examine elevator records. Investigation revealed that a third party handled the grain in question and was at fault in causing the apparent discrepancy. Further action was outside this department's jurisdiction.

Sanger.—Ogden v. Occident Elevator Co. Ogden claimed overcharge in handling stored grain subject to loan in form of warehouseman's check which was not cashed and borrower therefore protested interest charge. Claim denied.

## Seed Salesman Catches Check Passer

When R. L. Northcraft, 35, of Iowa Falls, Ia., gave Fred Machen, salesman in the seed store of Hamilton Seed & Coal Co., at Cedar Rapids, Ia., an order for \$129 worth of seeds on Saturday afternoon, Mar. 1, and said he would be back later to pick it up and pay for it after he had arranged for a loan at the bank, Machen grew suspicious. He knew the banks were not open on Saturday afternoon.

At 4:15 p. m., when Northcraft returned, Chief of Detectives Earl Stanley and Detective B. L. Marshall were listening to the canaries in back of the store, by Machen's request.

Northcraft presented a check for \$134 in payment for the seed, and the detectives promptly nabbed him. The check was signed "D. Vee Huisen."

Northcraft entered the court charged with forgery the following Monday. In the meantime he had admitted spending two terms in Fort Madison, one for check forgery and another for cheating by false pretenses. His admission included the information that he had successfully attempted the same check passing scheme at the Earl May Seed Store earlier in the week.

No marketing quota has been proclaimed hitherto on wheat altho it has been in effect on cotton, rice and tobacco.

## Elevator Head Drive and Back-Stop

The anti-friction bearings used thruout make the Ehrsam Elevator Head Drive effective in economizing consumption of power, and the several strands of V-belt make it possible to transmit the power efficiently when driver and driven pulleys are set so closely.

The spur gear speed reducer is protected from dust in an oil-tight cast iron casing. The large gear in the reducer is accurately cut from a cast steel blank and the pinion is cut from an alloy steel blank and heat treated.

The head shaft is usually made integral with the reducer, but can be furnished separately with a flexible coupling between the slow speed shaft on the reducer and the head shaft. In this case the two head bearings are required; whereas, if the head shaft is integral, only an outboard bearing is necessary.

A differential brake backstop is mounted on the countershaft and prevents the elevator from running backwards should the power be shut off with the buckets loaded. This backstop consumes a negligible amount of power and is absolutely positive in its action.

Motors running 1,200 to 1,800 r.p.m. can be used on the sizes from 5 to 25-h.p. inclusive.

Additional information for Journal readers will be supplied on application to the manufacturers, the J. B. Ehrsam & Sons Mfg. Co.

## Books Received

**SOYBEAN PRODUCTION** by counties in Illinois and Iowa for the past four years is stated on maps 15x20 inches prepared by W. E. Bolton, industrial commissioner of the C., R. I. & P. Ry. Co., Chicago, Ill.

**YEARBOOK OF NATIONAL SEEDSMAN** for 1941 is more than a buyers' guide for those interested in all kinds of seeds and allied lines. Its compilation of current trade information makes this 180-page ready reference work invaluable to seedsmen. By National Seedsman Publications, Chicago, Ill.

**STORED GRAIN INSECTS, How to Know and Control.** This timely reprint should prove helpful in controlling insects in farm bins and C. C. tanks with the economical ethylene dichloride, carbon tetrachloride mixture. Paper, 16 pages, illustrated. Circular 512, University of Illinois, College of Agriculture, Urbana, Ill.

**THE SCIENTIFIC FEEDING OF CHICKENS** is a condensed, authentic and scientific treatise on nutritive requirements of chickens and nutritive properties of feedstuffs, bringing together information not readily available to the practical poultryman or feed mixer understandably in tables, graphs and discussions. Fifteen excellent tables are devoted to such subjects as Digestibility of Certain Feedstuffs (barley, oats, soybeans, etc.), Vitamin Content of Some Feedstuffs, Average Composition of Some Feedstuffs. Kinds and Proportions of Feeds are given in revealing tabular form for 43 diets and mashers. The chapter on "Formulas" is very valuable information concisely stated. By Harry W. Titus, Ph. D., in charge of poultry nutrition investigations U. S. D. A. Paper, 116 pages, \$1; The Interstate, Danville, Ill.

**STORY OF VITAMIN B<sub>1</sub>** is the second and revised edition of a very authoritative and valuable work on Vitamin B<sub>1</sub>. Isolation and Synthesis of Vitamin B<sub>1</sub> is first discussed. Then follow: Its Properties and Standards; Assay and Unit; Physiological Action; Animal Nutrition; Diet and Nutrition; Deficiency—Its Clinical Manifestations and Therapy; Plant Growth. The work is not designed for general distribution but will be sent free to investigators in the field of vitamin therapy, to medical specialists, food chemists, research workers in human and animal nutrition, colleges and universities, government agricultural and experiment stations, manufacturers of ethical pharmaceutical and proprietary products. Compiled by Dr. R. C. Addinall. Paper, spiral binding, 72 pages. Published by Merck & Co., Rahway, N. J.

A reduction in its interest rate from 4% to 3½% on loans on facilities of farmer co-operative companies becomes effective on both new and old loans on Mar. 1, announces the Farm Credit Administration.

## Daily MARKET RECORD

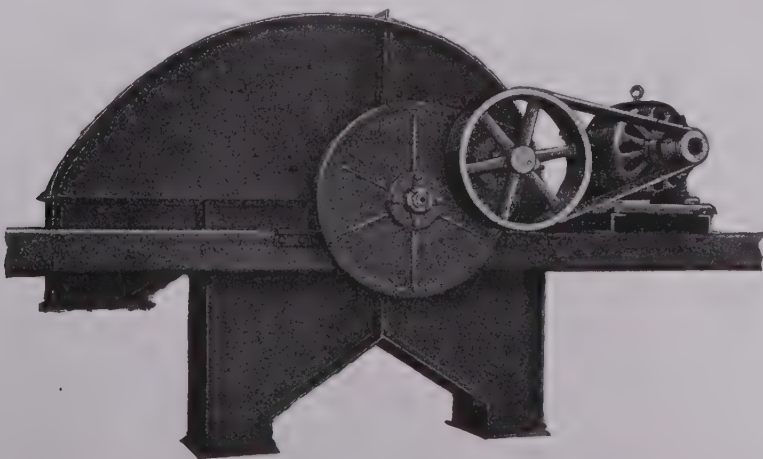
A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides space for recording hourly Board of Trade radio or CND quotations for Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets, size 9½ x 11½ inches, in a book: Well bound in tough pressboard. Shipping weight one pound. Order Form CND 97-5, Price \$1, plus postage.

Grain & Feed Journals

Consolidated

332 S. La Salle St. Chicago, Ill.



Head Drive with Steel Head



# Field Seeds

**Vinton, Ia.**—A seed store was opened by George W. Scott & Co. Mar. 1.

**Pender, Neb.**—A seed store in charge of Earl Ahlers has been established here by the Nebraska Seed Co.

**Mt. Vernon, Wash.**—John M. Lindbloom & Son have removed their seed and feed store to new and larger quarters.

**Chicago, Ill.**—Jas. Young, executive sec'y of the American Seed Trade Ass'n, has moved his office to 30 North La Salle St.

**Evanston, Ill.**—The name of the Caldwell Seed & Supply Co. has been changed by Dr. J. F. Founder to Permilawn Products Co.

**Missouri Valley, Ia.**—The Shenandoah Seed & Nursery Co. has opened a branch seed store under the management of Curt Hemrod.

**Los Banos, Cal.**—Kenneth Anderson will remove his Anderson Seed Co. to new and larger quarters. He has added feed and hardware.

**Little Rock, Ark.**—The Arkansas State Plant Board has just issued a list of names of 15 firms offering hybrid seed corn approved by the Board.

**Rensselaer, Ind.**—Philip Wood, seedsman, has purchased the seed department of the Rensselaer Hardware Co., which will open a seed and farm machinery store at Remington.

**Higginsville, Mo.**—The Eagle Mill & Elevator Co. recently made a sale to one buyer of 150,000 pounds of lespedeza seed for shipment to Tennessee and Kentucky.—P. J. P.

**Kansas City, Mo.**—The shipment of 50 carloads of cane seed from Kansas City during February is thought to be the largest for any one month. A year ago 11 cars were shipped.

**Sacramento, Cal.**—S. B. 791 and A. B. 1628 are duplicate bills drawn up after conferences of the trade with the California Seed Council. A. B. 1119 exempts strictly seed dealers from nursery license.

**New York, N. Y.**—The Levy & Levis Co. recently celebrated the 75th anniversary of its seed and spice business founded by Berthold Levy and now conducted by his two sons Edwin and Manfred.

**Winchester, Ind.**—The field seed business is picking up. We anticipate a very good demand for all varieties. After all, when Uncle Sam pays the bill they are rather free to sow seed.—Goodrich Bros. Co.

**Algona, Ia.**—A Henry Field Seed & Nursery Co. store opened here Mar. 7, under management of Don White. Free coffee and doughnuts were served callers on the 7th and 8th, as an opening merchandising feature.

**North Platte, Neb.**—A branch office and wholesale and retail seed warehouse has been opened by the Pease Grain & Seed Co. of Beatrice. Local manager is Emil Isaacson; in charge of the office is Robert Overgard.

**Decatur, Ill.**—"Thresher injury" experiments show that bean seed harvested from plants that receive complete nutrients, or from plants that did not get enough nitrogen, phosphorous or potash, germinated from 70 to 87 per cent. But the seed from plants starved for either calcium or magnesium germinated less than 50 per cent, and from 60 to 75 per cent of the seedlings that did emerge were abnormal, with blasted tips.—Baldwin Elevator Co.

**Dishman, Wash.**—The Jacklin Seed Co. contemplates the expenditure of \$6,000 to establish a department retailing grass and vegetable seeds, in an addition to be erected. Manager B. H. Jacklin the past season handled 4,500,000 lbs. of bean and pea seeds.

**Des Moines, Ia.**—A bill, H. F. 295, has been introduced to bring the Iowa law into conformity with the Federal Seed Act. It eliminates the farm exemption clause almost entirely, requiring farmers to have seed analyzed before sale under any condition. Samples with a high content of weed seeds are disqualified.

**Shenandoah, Ia.**—A three-day meeting of Henry Field seed store managers ended on Mar. 4, when 40 in attendance toured the field nursery storage, hatchery, and farms. During preceding days they had heard talks by Henry Field, John Nicolson and Ben A. Brower, and had studied current merchandising principles.

**Shenandoah, Ia.**—President Earl E. May presided over a dinner for 70 managers and guests of the Earl E. May Seed Co. Mar. 2. The banquet was held during a two-day meeting for 31 managers of outside stores, at which modern merchandising was studied. Prof. William E. Walton, psychologist, University of Nebraska, discussed the difference between "pencil pushers" and "noodle pushers" in selling, and added "satisfaction" as a component in good selling.

**Lafayette, Ind.**—The 7th annual 3-weeks' intensive course in official methods of seed testing will be offered during the coming Summer Session at Purdue University, June 30 to July 19, under the direction of Professor Regina B. Schulte of the Purdue department of Agricultural Chemistry who is chief analyst for the Federal-State Seed Laboratory located here. Enrollment in the course will be limited to twelve students. Applicants most interested and most able to profit by instruction will be selected. A parallel course in identification and control of noxious weeds will be given by Professor J. H. Leforge, of the department of agronomy.

**Lafayette, Ind.**—Spring wheat shows poor adaptation to Indiana conditions as its yield in Purdue tests has averaged less than half as much as winter wheat. Where used, it should be sown as early as possible to avoid the damaging effects of midsummer heat during the development of the grain, say the Purdue agronomists. Under many conditions spring oats continue to be the logical small grain crop to be used in the state for spring planting, and while southern Indiana conditions are much less favorable to this crop than northern Indiana, the use of the early maturing Columbia oat has been found by many farmers to overcome handicaps commonly encountered in spring oats production in southern Indiana. Elsewhere in the state the Columbia, Cartier, Wayne, Gopher, and Minota are the best varieties from which selection should be made.

Cash farm income from wheat in 1940 is estimated by the U. S. D. A. at \$447,000,000, \$15,000,000 more than in 1939.

## Western Seedsmen Re-elect Peppard

The Western Seedsmen's Ass'n held its 42nd annual spring convention Mar. 1 at the Hotel Fontenelle, Omaha, Neb.

**PRESIDENT J. LIST PEPPARD**, Kansas City, presided over both business sessions. In his annual address he compared the effect of Europe's present distress on domestic seed stocks with the effect during the first World War, emphasizing the spirit of understanding and cooperation between competitors in the seed industry which has arisen in the meantime.

**DR. R. H. PORTER**, of Iowa State College, Ames, discussed problems associated with testing seeds, discouraging use of scarifiers on alfalfa and red clover seed, but encouraging use on sweet clover seed.

**PRESIDENT ED MANGELSDORF**, St. Louis, of the American Seed Trade Ass'n, described ass'n efforts to set up an ass'n owned seed testing laboratory at Ames under direction of Dr. Porter. Subscriptions for this purpose are being taken up rapidly, he said.

**CHAIRMAN EARL PAGE**, St. Louis, of the Uniform Bag & Packaging Com'lite, reported progress toward uniform packaging by seedsmen.

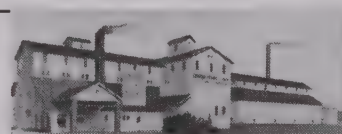
**ELECTION** continued all officers. They are: J. List Peppard, Kansas City, president; B. F. Sheehan, Lincoln, Neb., vice-president; Gager Vaughan, Chicago, sec'y, and Henry Windheim, Jr., Omaha, treasurer.

The annual cocktail party, banquet and enter-



Hybrid Seed Corn. 22 leading varieties. 33 years producing high yielding seed corn. Soy Beans. All kinds field and garden seeds.

**KELLY SEED CO.**  
Peoria, Ill.



**HOOSIER-CROST**  
Hybrid Seed Corn  
**EDWARD J. FUNK & SONS**  
Kentland, Ind.

**CRABBS REYNOLDS TAYLOR CO.**  
CRAWFORDSVILLE, IND.

**GRAIN**  
Clover and Timothy Seeds  
Get in Touch With Us

WE ARE BUYERS AND SELLERS OF

**FIELD SEEDS**

**GEO. P. SEXAUER & SON**  
Brookings, So. Dak. Des Moines, Ia.

**ED. F. MANGELSDORF & BRO.**

Buyers and sellers of  
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri



tainment was enjoyed by more than 90 delegates in the late afternoon and evening.

## Sell Cleaned Seed for Better Quality and Yield

By A. S. CARTER, Purdue University

Indiana's seed law is primarily a correct labeling law. Its purpose is to guarantee to the buyer that the facts stated on the label attached to a bag or package of seed are correct and that all essential facts are shown. It requires the name and address of the firm that prepares the seed for sale in finished form, it requires careful information on germination and purity, and it requires naming of primary and secondary noxious weed seeds present, with the number of each in a given common volume.

The 21-year-old Indiana seed law has resulted in reducing the proportion of misbranded seed offered the buying public from one-half in 1922 to 9.4% last year. This is a tremendous reduction. It gives the buyer reasonable assurance that a dependable label means good seed.

Little trouble is experienced today with misbranding of standard field seeds. But small grains are still a problem. There is always a question whether oats were sold for seed or feed. The attitude of the administrators of the Indiana law is that the original expressed purpose of the buyer governs. Thus, if an elevator manager sells oats for "seeding and sowing purposes," such oats come under the law, and must be cleaned and tested. If the farmer asks for seed oats, he should receive cleaned and tested oats.

The interest of the elevator dictates that the operator should clean and test oats offered for seed. If such oats are sold the elevator operator will not have to buy weed seeds back after harvest.

Frequently criticized is the fact that farmers are exempt from the Indiana seed law, and seed traded between farmers does not have to be labeled. There is justice in the criticism. More weeds are spread thru the indiscriminate sale of untested and uncleaned small seed grain than thru all other kinds of field seeds combined. In spite of the fact that without exemption for the farmer an Indiana seed law would not have been passed, an amendment is now in the legislature to require farmers to label seed they offer for sale for "seed and sowing purposes," and to prohibit sale by anyone of seed containing primary noxious weed seeds.

Under the federal seed law it is possible to trace seed back thru the channels of trade to the original grower. Federal administrators have found many growers who signed declarations of kind and source as "a matter of form." These growers are learning today that the federal law is serious. Their statements must be true.

Grain dealers, interested in their communities, will be careful to select seed offerings that may be depended upon. If they sell 45 lb. Northern White certified seed oats they may be getting a good product which may not be adapted to their territory. It is far better to handle only clean, prime, dependable seeds that will produce the expected result.

For example, salesmen have been offering "hybrid seed oats" for the last two years at \$1 to \$1.50 a bu., with the implication that these oats possess the vigor of hybrid corn. But oats are not open pollinated. They do not cross except as man makes the crosses. Such oats might conceivably be called hybrids, but they are simply crosses, and not hybrids in the same sense that this word is applied to hybrid corn.

Every once in a while some farmer finds a huge, verdant and fruitful plant in a field of Manchu or Dunfield soybeans. He will carefully save the seed from this plant, and the next thing we know this seed has been multiplied and is offered to the trade at fabulous figures like \$25 per bu. under fanciful names. In practically every case this seed has proved to be the old Mid-West, or Hollybrook variety

which Illinois and Indiana farmers discarded years ago because it shatters badly and the seed has a very low oil content, so it is not wanted by processors.

We will have better varieties of seed oats and soybeans some day. But they will come from careful breeding by someone who understands breeding, and not from chance revivals of old and discarded varieties.

The seed business is highly competitive. Bargains in seeds are usually fallacies. Margins are too close to permit offering of real bargains. When a bargain is offered to you look for a reason.

## Seed Improvement Increases Community Incomes

Grain dealers in Huron County, Mich., have raised the grain and bean income of farmers in their communities by at least 20 per cent in the last 9 years thru seed exchange agreements, reports Emmet L. Raven, county agent.

Credit for launching the seed improvement program goes to Russell Kerr, manager of the Farmers Cooperative Grain Co. at Kinde, and Herman Henne, manager of the Wallace & Morley elevator at Bay Port. In 1932 they proposed to County Agent Raven a basic plan for developing malting barley production for the maltster trade.

The beginning was purchase of 36 bus. of foundation seed barley of the Wisconsin No. 38 variety. Divided among 10 townships, this seed was distributed with the distinct understanding that the grower would keep it free from varietal mixture and would return the seed bushel for bushel. Results from the first year's meager start led to expansion of the program in 1933, when one elevator purchased a carload of the Wisconsin seed, and two growers purchased additional quantities of the pure variety.

This led to rapid spread of the improvement program to all of the elevators and farmers in the county. The elevators worked out their own purchase agreements with growers. Some sold the improved seed on a no-profit basis, some exchanged the improved seed for local grain on a bushel for bushel basis, some exchanged two bushels of improved seed for three of local grain.

"From experience gained in seed barley improvement, we have successfully formulated a general seed improvement program which includes wheat, oats, barley, and beans," says County Agent Raven. More than 50,000 acres in Huron county were planted to improved Michelite bean seed in 1940, when the elevators distributed improved, pure seed grains totalling 15,031 bus. barley, 2,550 bus. oats, 17,690 bus. wheat and 41,670 bus. beans.

"The program makes improved seed avail-

able to farmers at prices they can afford to pay," says Raven, "and has resulted in closer relationship between farmers and local elevator managers."

## Farmers are looking for THIS SIGN



Farmers want the protection of New Improved CERESAN for their seed grains—wheat, oats, barley, sorghums and flax. Yet many of them lack the necessary treating equipment. That's why they'll be looking for this "Du Bay Authorized Seed Treating Service" sign—why, by displaying it, you can attract new business and get new profit from the farmers you already serve. Get this Du Bay sign free. Write today for our complete Seed Treating Service



plan, listing available low-cost commercial treaters and offering sales helps to assist you in establishing this service. Address Bayer-Semesan Company (Inc.), Du Pont Bldg., Wilmington, Del.

**SELL**

**Certified**

**HYBRID SEED CORN**

**OXFORD, IND.**

## WEEDS and Weed Seeds

Your farmer patrons, yourself, in fact, everyone interested in the betterment of agriculture, will welcome this new book. Its 76 pages, 6x9, contain information, with illustrations of Noxious Weeds, Lawn Weeds, Poisonous Plants and aids dealers to identify noxious weed seeds. Nothing like it ever before published. Price \$1.00 plus postage.

**Grain & Feed Journals**  
Consolidated

332 S. La Salle St. Chicago, Ill.

## Seed Movement in February

Receipts and shipments of seeds at the various markets during February, compared with February, 1940, in bus. except where otherwise indicated, were:

|                |         | FLAXSEED       |         |           |      |
|----------------|---------|----------------|---------|-----------|------|
|                |         | Receipts       |         | Shipments |      |
|                |         | 1941           | 1940    | 1941      | 1940 |
| Chicago        | .....   | 80,000         | 69,000  | 11,000    |      |
| Duluth         | 159,394 | 1,780          | 920     | 12,108    |      |
| Ft. William    | 64,179  | 10,830         | 25,535  | 25,671    |      |
| Milwaukee      | 12,870  | .....          | .....   | .....     |      |
| Minneapolis    | 414,400 | 138,600        | 133,000 | 119,000   |      |
| Superior       | 46,510  | .....          | .....   | 7,475     |      |
|                |         | KAHIR AND MILO |         |           |      |
| Ft. Worth      | 60,000  | 82,500         | 54,000  | 69,000    |      |
| Hutchinson     | 37,500  | 1,500          | .....   | .....     |      |
| Kansas City    | 176,400 | 18,200         | 66,000  | 44,400    |      |
| St. Louis      | 32,200  | 8,400          | 1,400   | .....     |      |
| Wichita        | 1,300   | .....          | 1,300   | .....     |      |
|                |         | CLOVER         |         |           |      |
| Chicago, lbs.  | 640,000 | 1,192,000      | 874,000 | 570,000   |      |
| Milw'kee, lbs. | 230,000 | 188,655        | 70,279  | 322,200   |      |
|                |         | TIMOTHY        |         |           |      |
| Chicago, lbs.  | 713,000 | 272,000        | 441,000 | 312,000   |      |
| Milw'kee, lbs. | 143,000 | 133,765        | 98,053  | 31,260    |      |
|                |         | CANE SEED      |         |           |      |
| Ft. Worth      | 11,200  | 36,800         | 3,200   | 14,400    |      |
| Hutchinson     | 1,600   | .....          | .....   | .....     |      |
| Kansas City    | 23,800  | 9,800          | 30,000  | 6,600     |      |



## Untested Crop Seeds Spread Weeds

Impure seed is expensive at any price, according to a poster prepared and offered by the Agricultural Experiment Station of Purdue University, Lafayette, Ind.

To prove its point the poster gives an example of a lot of red clover seed purchased by an Indiana farmer that was later sampled and analyzed by the state laboratory. It was found to contain 20,880 buckhorn, 2,070 common plantain, 162 dodder, 27 horse nettle, and 9 each of red sorrel, wild carrot, and bracted plantain per pound, or a total of 22,166 noxious weed seeds per pound of crop seed. If sowed at the rate of 10 lbs. per acre, it would have placed 231,660 noxious weed seeds on each acre seeded.

Purdue University authorities recommend buying tested and tagged seed, and buying on quality instead of price.

## Wheat Varieties in Canada

In Manitoba, with both Dominion and "Crop Testing Plan" plots, Thatcher is first, Regent a very close second, and Renown third, closely followed by Apex and Reward; in both kinds of plots, Marquis is last. An extraordinarily close agreement in order of yield exists between the "Crop Testing Plan" single plots and the Dominion replicated plots.

In Saskatchewan, with both kinds of plots, Thatcher is first, with Regent second, Apex third, Renown fourth, Marquis fifth and Reward sixth, an identical order of yield for each variety with both classes of plots.

In Alberta, the results are not quite as close, altho they are reasonably close. With the "Crop Testing Plan" plots, Regent is first and Thatcher is second, but with the Dominion replicated plots, Regent, Thatcher and Red Bobs are practically equal, with an identical yield, i.e., 33 bushels to the acre. In both classes of plots, too, Reward shows the lowest yield, with Marquis lower than Thatcher and higher than Reward.—Searle Grain Co.

## Recommended Grains for Minnesota

Rival wheat and Emerald and Wisconsin Pedigree No. 6 rye have joined Thatcher wheat, Gopher oats, and other well established grains on the list of recommended varieties prepared annually by the Minnesota Agricultural Experiment Station. A summary of recommended varieties follows:

**WHEAT**—Thatcher and a new spring wheat, Rival, are recommended for southern Minnesota. Rival wheat was developed by the North Dakota Experiment Station and is more resistant to scab and leaf rust than Thatcher. Rival shatters more easily and has a weaker stem.

**OATS**—Early-maturing varieties include Gopher, Iogold, and Nakota; mid-early maturing, Minrus; and medium-maturing, Rusota. Vanguard, another medium-maturing oat, has been added to the list for northwestern Minnesota, while Anthony remains only as a possible choice for the cut-over region of northeastern Minnesota.

**BARLEY**—Wisconsin 38 and Velvet are best choices in smooth awn varieties, while Peatland is the only approved rough awn barley. Many brewers consider Peatland of poorer malting quality than Wisconsin 38 and Velvet.

**RYE**—Wisconsin Pedigree No. 6 and Emerald, Minnesota No. 107, join Dakold on the list for all parts of the state; Rosen for southern Minnesota only.

**FLAX**—Redwing for southern Minnesota and Bison for the Red River Valley, are the flax varieties best suited to Minnesota conditions. Buda is also recommended for northwestern Minnesota.

## Consolidation of Grain and Seed Testing Equipment Firms

Seed Trade Reporting Bureau, Inc., has purchased the business of Harry B. Olson, Grain and Seed Testing Equipment, and the consolidated business will continue to operate under the name Seed Trade Reporting Bureau, Inc.

LeRoy M. Smith founded Seed Trade Reporting Bureau in 1912 for the manufacture and distribution of testing equipment for the grain and seed trade. Mr. Smith was formerly with the U. S. Department of Agriculture in Washington, and was fully familiar with Government standards and requirements for accurate methods of grading grain.

Mr. Smith pioneered in the field by introducing the Brown-Duvel Moisture Tester, Boerner Sampler, sieves and probes to the grain trade.



L. M. Smith, Chicago.

Seed Trade Reporting Bureau plans to adhere strictly to the latest Government standards on all testing devices. C. S. Phillips will continue to act as General Manager, and will be assisted by P. W. Burrows.

The National Seedsman Publications has purchased the Seed World, published by the Seed Trade Reporting Bureau, Inc., and effective in April will consolidate the National Seedsman under the name of the Seed World, the transaction being an exchange of the merchandising department which was a subsidiary of the National Seedsman Publications for the publications of the Seed Trade Reporting Bureau.

Harry Olson feels that his friendships are deep enough to continue personally even though he is no longer in direct business contact with his former patrons. His efforts will be confined entirely to the publishing business.

Publication dates of the consolidated Seed World will be the first and third Fridays of the month; officers, James M. Anderson, publisher; Harry B. Olson, business manager; and Bob Helgeson, editor, all formerly of National Seedsman.

**Trucks** have in recent years been taking so much of the hay movement in the Southwest that rail arrivals at Kansas City have been decreasing. Open market arrivals at Kansas City dropped to 917 cars in 1940, the smallest yearly total so far as records are available.

## Is Vitamin B<sub>1</sub> Beneficial to Plants?

Experiment stations, colleges and state departments of agriculture remain unsatisfied regarding the claimed benefits from using vitamin B<sub>1</sub> to stimulate and promote plant growth under practical conditions. While admitting benefits from its use under certain conditions with some plants, they point out that the benefits appear to come where a deficiency of this important growth factor exists, and that no deficiency under practical field and garden conditions is proved.

B. S. Pickett of Iowa State College, Ames, describes an experiment with seeds of corn and beans. One set was germinated between blotting papers which had been soaked in vitamin B<sub>1</sub> solution; another set between blotting papers soaked in water alone. The seeds favored with B<sub>1</sub> germinated a little quicker and sent out longer and stronger roots and shoots in a given period than did those in water alone. Repeated trials under the same conditions gave the same results each time, but when the same procedure was followed with seeds planted in soil, no difference in the rate of germination and growth occurred.

This evidence, said Pickett, indicates that "the soil already contained enough of vitamin B<sub>1</sub> or its equivalent to supply the germinating seeds with all they needed."

Dr. Alvin J. Cox, chief of the bureau of chemistry in California's Department of Agriculture, says: "A small amount of Vitamin B<sub>1</sub> is believed continually required in the life processes of both animals and plants. Animals are dependent upon plants for their supply, but most plants through their leaves make sufficient for their own needs. What the roots require appears to be moved down thru the stem. Some plants produce so much that they hold quantities that are available for other plants and animals. It is abundant in the pericarp of the seed of some cereal grains, in nuts, certain yeasts, and to a lesser extent, in vegetables."

"Most tree and field crops are in themselves adequate vitamin B<sub>1</sub> producers, as illustrated by the fact that no effect has been noticed by its application to wheat or orchards. Most useful agricultural plants have undergone seed or budwood selection over a period of many years. During generation after generation, plants that were subnormal in any respect have been eliminated. Without consciously doing it, most defective vitamin B<sub>1</sub> producing strains of wheat plants probably have been eliminated in this manner."

"As a whole it is believed *not* proved that the artificial addition of vitamin B<sub>1</sub> will produce a beneficial effect on plants, but there are exceptions. This vitamin does produce a beneficial effect on certain plants under certain circumstances. Generally the addition of this vitamin is of value to those particular plants suffering from a deficiency, for it is known that a crystalline substance in solution can penetrate into roots, at least in small amounts. Plants may be deficient because they are growing under unfavorable conditions, and in such a case additions may be useful."

"When there is an attempt to apply incomplete scientific knowledge, much of the work is necessarily experimental, and there are certain to be many disappointments if extravagant hopes have been held. There is a tendency to generalize from a selected isolated experiment, and to believe that the results may be repeated with all different strains of a particular seed or cutting, with the seeds or cuttings of all other varieties of plants, or even with all varieties of plants themselves. Objections to such general conclusions already have been made by the Federal Trade Commission, U. S. Food and Drug Administration, and this bureau."

**There** is a lack of confidence to maintain prices with the government owning 278,000,000 bus. of wheat outright or under loan and a new crop not so many months away.—Baldwin Elevator Co.



## Grain Carriers

**Kansas City, Mo.**—"The Veterans of 17,000, Part 7" who have taken part in that famous grain rate case, held a dinner in the Hotel President Feb. 25.

**Buffalo, N. Y.**—Ice at this end of Lake Erie is 6 to 8 ins. thinner than the average of previous years, indicating that navigation will open earlier than usual.

**New York, N. Y.**—A general advance of from 10 to 25% in ocean freight rates from Atlantic ports to the Far East becomes effective Apr. 1. This is the widest of recent advances.

**Grain and grain products** were loaded into 27,233 cars during the week ended Feb. 22, compared with 31,223 during the same week a year ago, reports the Ass'n of American Railroads.

**Sault Ste Marie, Mich.**—Ice breakers and dynamite on Mar. 5 were breaking up the ice in the north end of the channel preparatory to an early opening of navigation on the Great Lakes.

**St. Louis, Mo.**—The Federal Barge Lines have announced their first tow up the Mississippi will leave here for the Twin Cities Apr. 1. Private barge traffic is expected to begin earlier, as soon as the river clears of ice.

**Morris, Ill.**—A reduction in the grain rate by barge from Morris to Chicago from  $2\frac{3}{4}$ c to 2c per cwt., became effective Mar. 1, according to A. L. Mechling of the A. L. Mechling barge line. The rate from Seneca is dropped to  $2\frac{1}{4}$ c, from Ottawa to  $2\frac{1}{2}$ c. Four years ago, when barges first began to carry grain from Morris to Chicago the rate was 4c.

**Argentina**—The River Plate and U. S. Freight Conference has announced that the flaxseed freight rate for April from Buenos Aires to New York would be \$18 a long ton, an advance of \$3 a ton over March. This adds  $7\frac{1}{2}$ c per bu. to the cost of Argentine flax laid down in New York, and has led private ship owners to talk about \$20 a ton.—Archer-Daniels-Midland Co.

**Little Rock, Ark.**—Railroads have asked the I.C.C. for authority to adjust and publish rates on grain shipped from Kansas, Missouri, Nebraska, Iowa and other states into poultry producing centers at Bentonville, Rogers, Springdale, Prairie Grove, Eureka Springs, Berryville, Green Forest, Harrison, Fayetteville, Ft. Smith, and other Arkansas cities. A level plateau of rates is sought.

**Buffalo, N. Y.**—Local elevator, grain and feed interests are opposing Texas-Oklahoma efforts to reduce rates on grain and feed movement from the Southwest to the eastern Seaboard thru Gulf ports. Traffic Commissioner William E. Maloney, of the Corn Exchange, has protested the 9c per cwt. reduction sought by the Southwest on rail-water-rail routes to New York, Philadelphia, and Baltimore.—G. E. T.

**Kansas City, Mo.**—Representatives of opposing interests have congregated at the rehearing before I.C.C. examiners in the President Hotel of the 9c reduction in grain and flour rates by rail-water-rail via Houston and Galveston to New York granted to become effective last Aug. 1, and suspended on protests from the north, west, and east. They claim the reduction will reduce prices to farmers in spring wheat and soft winter wheat producing sections by  $5\frac{1}{2}$ c per bu., since such reduction would be necessary to meet the competition of southwestern mills in the eastern market.

## Railroads Seek to Meet Competition

By R. E. BARR, Illinois Central R. R.

The grain elevator operator is a definite salesman for rail transportation; conditions good for him are good for us, and we must interest ourselves in his welfare. We feel he is served better by the rails than by trucks and barges, and that he is our friend and associate in business. In helping him we help ourselves.

In recent years, trucking of grain from Northern Illinois to Chicago, also to the Illinois River for barging to Chicago and to points down the Mississippi River, has annoyed many elevator men and rail lines. This situation has been difficult to adjust from a rate standpoint.

The rail lines have revised their rates to Chicago; and the Illinois Central has revised its rates from Illinois to New Orleans for export. These efforts have done some good. It will be necessary, of course, to continue to study rate conditions, and to keep our respective situations equalized.

One thing that makes it difficult for us to know exactly what to do to protect the business of the elevator man and ourselves is that trucks and barges are not required to publish tariffs. Their rates on grain are under little or no control. We are often in the dark.

EARLY IN 1939 the Illinois Central was faced with an almost total diversion to barge and truck-barge routes of the heavy grain movement to New Orleans for export from the important producing territory which it serves in Illinois and from St. Louis. To recapture a fair share of this traffic, the Illinois Central reduced rates on corn, oats, rye and barley from central Illinois points and from St. Louis to New Orleans and Gulfport for export Rates which had ranged from 19c to 29c were changed to a basis from 18c to 23c, the general reduction being about 6c per 100 pounds. These rates were to take effect Aug. 10, 1939, but were suspended by the Interstate Commerce Commission and did not take effect until April 3, 1940. During the period of suspension the barge line handled to New Orleans 4,835 cars of grain and the Illinois Central 891.

To meet truck and barge competition, railroads must revise rate schedules, improve service and improve equipment. We can operate and handle traffic as cheaply as the trucks or the barges, and we are thoroly convinced that it is futile to endeavor to operate with so-called paper rates, or rates that do not move traffic, and that our rate adjustments should be revised to a basis that will move freight via rail from one point to another.

Early in 1939 the Illinois Central initiated a quantity rate of 14c on blackstrap molasses, New Orleans to Peoria and Pekin in lots of 1,800 tons, equivalent to approximately 40 tank cars. The rate was suspended. In a final decision a rate of 15c instead of 14c became effective.

This was the first important case involving a quantity rate to come before the Commission. It was based on the principle of rates per volume movement contrasted to the orthodox principle of rates per volume movement contrasted to the orthodox principle of rates on single car shipments. The Commission in previous cases had adversely ruled on petitions for quantity rates, and thus was created the theory that such rates were unlawful.

THE BLACKSTRAP case put this theory to specific test. The Commission approved the principle of lower rates for volume movements, but the commissioners made clear that their decision related only to the case before them. There has been much misunderstanding regarding the theory of this rate. Some people have thought a quantity rate could be organized just because there might be a quantity movement, but in this case it was authorized only because of the barge competition and the fact that the rails could show ability to make money on the rate authorized. The principle of low rates for volume movements may be a benefit to railroads in competing for other commodities now moving in large quantities, especially by water and pipe line, but each case must depend upon the particular circumstances surrounding the movement.

It appears to the casual observer that the railroads are ponderous in dealing with competition and in serving the public, but rate, service, schedule and mechanical changes are being surveyed, tested and acted upon every day.

## Kansas City Pleads for Leniency

Kansas City grain dealers have forwarded to R. T. Miles, head of the general field headquarters of the Federal Grain Supervision at Chicago, a petition pleading for more reasonable grain inspection practices in their market. The petition reads:

You have heretofore been informed of the complaints made by grain dealers in the Kansas City market to the effect that the federal inspection service has been, and is, unduly severe in the determination of wheat in this market as being unfit for human consumption. It appears that more of this kind of wheat is "condemned" in Kansas City than in any other market in the United States and that wheat is condemned in the Kansas City market which passed federal inspectors at other markets within a day or two of its arrival at Kansas City.

The grain trade in this market, therefore, feels that there is present in this situation an unjustifiable discrimination and has reason to believe that this is due solely to the extraordinary severe and rigorous inspection imposed at Kansas City and not elsewhere. Moreover, the trade deprecates the effect of the unnecessarily severe condemnation of wheat upon the farmer, resulting as it does in discounts of 5c to 10c per bu. Therefore, the following members of the Board of Trade, who are engaged in the grain business and affected by the discrimination referred to, on their own behalf and on behalf of the producers of grain, respectfully petition that something be done to relieve this condition by the adoption of reasonable inspection practices and by placing this market upon equal footing with others.

## "RANDOLPH" OIL-ELECTRIC GRAIN DRIER

The Drier Without a Boiler

ASK THE MAN WHO HAS ONE

THAT'S ALL

MANUFACTURED BY

O. W. RANDOLPH COMPANY

3917-21 Imlay St., TOLEDO, O., U. S. A.



# Feeds & Feeding

by  
F. B. Morrison

Sixth Printing

20th Edition

This edition has been entirely rewritten and revised to contain the latest information on live stock feeding and nutrition. Entirely new compilations of recent analyses of American feeds are presented in the Appendix Tables. Extensive data are presented concerning the mineral and vitamin content of important feeds.

The only authoritative book on the subject of animal feeds and feeding. The result of over 38 years of exhaustive work in experimentation.

Its three parts, each divided into numerous chapters, cover "Fundamentals of American Nutrition," "Feeding Stuffs," "Feeding Farm Animals." This new edition contains approximately 40% more material than the 19th edition, and contains 1,050 pages, including 95 informative illustrations. This book will enable any grinder and mixer of feeds more intelligently to suggest and compound worth while rations. Beautifully bound in black keretol, durable covers; weight 5 pounds, price \$5.00 plus postage. Send for your copy now.

## Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.

# Feedstuffs

**Portland, Ore.**—The annual meeting of the Oregon Feed Dealers Ass'n will be held May 23 at the Multnomah Hotel.

**Paragould, Ark.**—Dealers in Ralston-Purina Co. products were entertained at a dinner here Feb. 21 under the leadership of District Representative Ray S. Duncan.

**Cape Girardeau, Mo.**—Ralston-Purina Co. dealers were guests of the company at a dinner meeting under the leadership of District Representative Ray S. Duncan, Feb. 19.

**Dried distillers' grains** contain 13.3—15.0 of riboflavin (I) per g. and 1.0—1.3 I.U. of vitamin B<sub>1</sub>. The pantothenic acid content of this product was quite low according to C. S. Boruff, A. F. Langlykke and S. mon Black.

**Boise, Idaho**—Senate Bill No. 113 introduced Feb. 4 by the live stock com'tee amends chapter 25 of title 24 of Code Annotated, by adding Section 24-2512, requiring one dollar to be paid as a registration fee for commercial feeding stuffs.

**Fort Dodge, Ia.**—T. E. Welch, doing business as the Wahkonsa Remedy Co., was recently indicted at Sibley, Ia., on information by the Department of Agriculture, as the result of claims he made in selling his mineral feed for \$20 per hundred.

**Sacramento, Cal.**—S. B. 728 by Crittenden contains amendments on claims of potency of oils. A. B. 1147 by Leonard requires "quality index," for simple animal proteins, certified in addition to present minimum percent crude protein on labels. Prohibits "oral" or "Written" false statements on quality, weight, condition, or origin of product. A. B. 882 by Dilworth reduces the license fee to \$2 for a non-mixer regularly stocking less than 20 sacks or one ton of feed for resale.

**Canton, Ga.**—No claimant appeared to defend a libel against 102 unlabeled bags invoiced as "mixed rice bran," and shipped here about Feb. 29, 1940, by Jonesboro Rice Mills Co., Jonesboro, Ark. Said the prosecutors, "there is no general recognition of a product called 'mixed rice bran.'" The article was alleged misbranded because no label showed the name and place of business of the manufacturer, packer, or distributor. Made up of approximately 50% each of rice hulls and rice bran, no label indicated the presence of these two ingredients.

**Governor Dixon** of Alabama contemplates purchase of machinery for processing sweet potatoes into live stock feed, which he declared would revolutionize the agricultural situation in his state. He stated that agricultural statistics showed an average acre of potatoes would produce five times as much in food value as an acre seeded to corn. Processing equipment had been the obstacle to experimenting with sweet potatoes as live-stock feed. The beet shredder is much less expensive than a potato crusher. Shredded potatoes have been found satisfactory dairy food when mixed with molasses.—J. H. G.

## Hay Movement in February

Receipts and shipments of hay at the various markets during February, compared with February, 1940, in tons, were:

|             | Receipts |       | Shipments |       |
|-------------|----------|-------|-----------|-------|
|             | 1941     | 1940  | 1941      | 1940  |
| Boston      | 330      | 363   | .....     | ..... |
| Chicago     | 1,883    | 2,488 | 398       | 1,724 |
| Ft. Worth   | 11       | 33    | .....     | ..... |
| Kansas City | 1,944    | 1,728 | 612       | 464   |
| St. Louis   | 48       | 96    | 132       | 192   |

## Pacific Northwest Ass'n Holds Feed School for a Day

The Pacific Northwest Feed Ass'n held its 13th annual convention in the New Washington Hotel, Seattle, Wash., Feb. 21 and 22.

Election continued C. O. Lande, Renton, Wash., as president; placed Lorin Markham, Yakima, as vice-president; made Barney Rindal, Paulsbo, sec'y-treasurer. J. G. Wilson, Seattle, continues as manager.

Over 300 delegates from Washington and 40 from Oregon attended the two-day convention. The first day was devoted to the second annual Washington State College Poultry & Nutrition Conference, which was sponsored by the ass'n in collaboration with Washington State College.

Subjects covered at the school and followed by general discussion, included "Mill Run in Breeders' Mash," by Gordon E. Bearse; "Perosis in Turkeys," by E. J. Robertson; "Protein Concentrates in the Poultry Ration," by J. S. Carver; "How to Calculate the Vitamin Content in a Ration," by Cecil McCleary, and "Phenothiazine for Chickens and Turkeys," by L. G. Nicholson, all of Washington State College. W. D. Buchanan of the college presided.

Cy Sievert, Chicago, gave his observations on "Feeds and Feeding Formulas," as a feature of one convention session. Karl Richards, of the treasury department, widely traveled orator, present at the "Fall of France," was an illuminating speaker at an afternoon session. Thomas Tongue, northwest attorney for the Wages-Hours Division, was earnestly quizzed for two hours in an open forum on wage-hour regulations.

## Majority of Feeds Meet Guarantees

In a report of inspection activities covering feeds sold in Maryland from July 1 to Dec. 31, 1940, the State Inspection Service, University of Maryland, College Park, Md., states:

A total of 914 official samples of feed were subjected to complete chemical and microscopical examination. By far the majority of feeds sold meet guarantees. Yet, we have encountered fish meal adulterated with shrimp meal; shrimp meal sold under the guise of fish meal; fish meal to which crab meal has been added; and fish meal with ground limestone not declared. The greatest source of trouble, however, seemed to involve canned dog and cat food.

The canning of dog and cat food has become a very important industry. Retail sales for the past year have been conservatively estimated at forty million dollars. Thus, protection of the buyer becomes vital. Most dog foods have either a meat or cereal base. Some dog food manufacturers make no attempt to maintain a standard formula for their product, but vary it to meet market cost of ingredients. Such variations, combined with an excessive use of water, resulted in the seizure of hundreds of cases of dog food in Maryland last year, all of which were misbranded and adulterated. Some of this dog food was destroyed and the rest removed from the state.

**Poison bait** for grasshoppers needed in the 24 infested states will total 46,500 tons during the coming crop season, according to the North Dakota Agricultural College. Of the total more than 26,000 tons will be needed in North and South Dakota and Minnesota.



## Feed Chemists Will Cooperate to Check Accuracy

A plan has been effected thru the cooperation of the Ass'n of American Feed Control Officials and T. C. Law, of Law & Co., Atlanta, Ga., supported by the American Feed Manufacturers Ass'n, whereby collaborative sample work will be carried on as a means for checking the accuracy of chemical tests in state and private feed laboratories.

Law & Co. will prepare and mail samples to participating laboratories. Collaborators are assigned individual members and published results will be by number only. A fee of \$10 is charged participating laboratories for the series of six samples which will be comparatively analyzed during the first year.

The six samples will include a dairy feed, a poultry starting mash, a hog feed, poultry scratch feed, soybean oil meal, and alfalfa leaf meal. Chemical analysis to be made on these samples will include determinations of moisture, ash, crude protein, crude fat and crude fibre by official A.O.A.C. methods. Official report forms will be furnished participants by the chairman in charge of the plan, Dr. H. H. Hanson, state chemist, Dover, Del.

## Molasses Standards to Be Declared in Maryland

Users of feed are constantly demanding additional information regarding the materials they buy and use. The horse and buggy days of protein, fat, and fiber guarantees, while not entirely outmoded, are fast being supplemented with declarations for vitamins, minerals, digestibility, etc. These advancements represent a challenge to the control official. For efficient enforcement he must of necessity keep abreast with these changes and so arrange his inspection activities that warranties not customarily shown or legally required are checked for their authenticity.

Maryland Control Representatives do not intend to sit by the wayside and permit the science of feeding to surpass inspection activities. For the past seven years materials sold our feeders for their vitamin D potency have been biologically assayed. Last year we reported the carotene content of all official samples of alfalfa products which were secured from the Maryland market. The fact that carotene is unstable and that losses occur during storage makes it imperative that users have some idea of the carotene content in order to evaluate properly the material they buy. The importance of riboflavin in poultry, turkey, and certain other feeds, as well as the appearance on the market of products which make claims for riboflavin content, makes it necessary for the control official to make tests.

During 1941 all molasses sold in Maryland for feeding purposes will be required to be licensed and labeled to show its professed standard of quality. Samples will be secured by our inspectors and examined by our chemists. Reports of such examinations will be made to buyers and shippers and included as part of our official reports for the information of the public—From Official Report, State Inspection Service, University of Maryland, College Park, Md.

## Feedstuffs Movement in February

Receipts and shipments of millfeeds at the various markets during February, compared with February, 1940, in tons, were:

|             | Receipts |        | Shipments |        |
|-------------|----------|--------|-----------|--------|
|             | 1941     | 1940   | 1941      | 1940   |
| Baltimore   | 2,312    | 3,366  | .....     | .....  |
| Boston      | 752      | 387    | .....     | .....  |
| Chicago     | 13,906   | 14,019 | 40,222    | 42,281 |
| Kansas City | 9,150    | 3,525  | 23,125    | 22,050 |
| Milwaukee   | 40       | 310    | 11,230    | 11,420 |
| Minneapolis | .....    | .....  | 24,875    | 30,400 |
| Peoria      | 12,280   | 10,760 | 13,920    | 17,260 |

## Fat as a Nutrient

The chemist separates the fats from the other constituents of a feed by treating the feed sample with ether. In doing this certain other substances as chlorophyll, resins, and waxes may be dissolved out along with the fats. These collectively are called ether extract by the chemist. Fats provide nutrients for energy and for the production of body or milk fat in somewhat the same manner as proteins or carbohydrates, but the digestible fat has an energy value 2.25 times that of the digestible protein or carbohydrates.

Since fats fulfill many of the same purposes in the animal body as carbohydrates, it has commonly been assumed that the quantity of fat in the ration was of small consequence, provided the quantity of carbohydrates was ample. Recent experiments, however, show that a certain amount of fat in the ration is advantageous insofar as the quantity of milk secreted is concerned. The recommendation is made that the fat content of the concentrates

fed to producing cows should not fall below 4 per cent.

The feeding of materials with a high fat or oil content, or even the oil itself, may increase the percentage of butterfat in the milk for a period of only a week or so, at which time the butterfat percentage returns to the point that is normal for the individual cow. When plenty of fats or oils are fed, however, the kinds of fats in the ration do have a decided effect on the composition of butterfat. Some feeds with a high fat content, like cottonseed meal, tend to make a relatively hard butterfat, and others like soybean or peanut meal make a soft butterfat. The quality of the butter, therefore, is dependent to a considerable extent on the amount and kind of fat or oil in the ration of the cow.

The sum of the digestible protein, the digestible carbohydrates, and the digestible fat multiplied by 2.25, constitutes the total digestible nutrients, sometimes abbreviated to T. D. N.—U.S.D.A. Bull. 1626.

**"I Wanted The Best On The Market So I Chose The 'JAY BEE'"**

BURNETT NEAL

## "JAY BEE" PORTABLE With Molasses Mixer

**Is Making History—Grinding, and Making Sweet Feeds Down In Texas**

"AS I was the first man in Texas to own a Portable Mill with Molasses Mixing Unit," says Burnett Neal, of Dallas, "I was very cautious about what type of equipment to buy. I wanted the best on the market. I looked over several types, watched them in operation, compared the capacity and the quality of the grind and the quality of the molasses mixing.

"As you know, my decision was the 'JAY BEE' because it was the most practical and most economical unit to operate. It fit right into the type of service that I wanted to perform. Our early 1940 severe cold weather gave me no trouble grinding and making a uniform molasses mix.

"MY customers are so well pleased with the grinding and molasses mixing that they tell others about my service. I bring them a complete feed milling plant right to their farm."

## HAD TO BUY SECOND UNIT

"THAT was two years ago. I keep busy because I contact my customers and help them with their feed problems. My one 'JAY BEE' unit could not take care of all the work I got, so I had to buy a second unit, and that, too, is kept busy. I'll be glad to show my 'JAY BEE' unit to anyone interested in this kind of business."

(signed) Burnett Neal.

Illustrations at right show several of Mr. Neal's grinding and molasses mixing operations around Dallas, Texas.

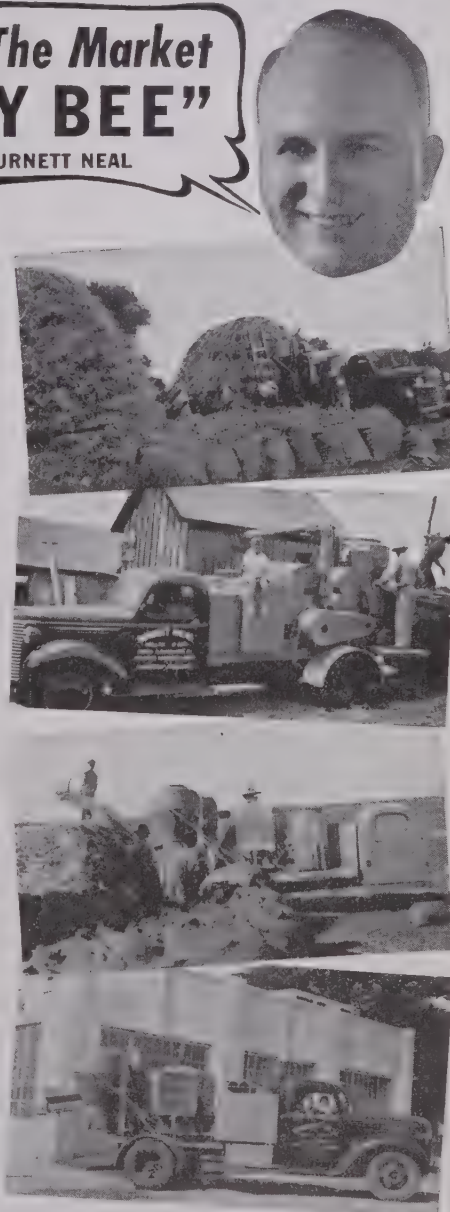
"JAY BEE" Portable is manufactured by the Bossert Co., Inc., Utica, N. Y.

Write or wire quick for demonstration, prices, terms, etc.

**J. B. Sedberry, Inc., Dept. 76, Franklin, Tenn.—Utica, N. Y.**

JOHN J. WOODS & SONS, JAY BEE SALES CO., KANSAS CITY, MO.

J. B. Sedberry Co., 2608 So. Wells St., Chicago, Ill.—A. E. Thompson Co., 718 Washington Ave. N., Minneapolis, Minn.—T. G. Holland, 429 Kathmere Rd., Brookline, Del. Co., Pa.—Jay Bee of Texas, 705 Ross Ave., Dallas, Texas—Jay Bee Sales Co., 395 Broadway, New York—Jackson, Tenn.—Moultrie, Ga.—P. O. Box 853, Winston-Salem, N. C.—436 Starks Bldg., Louisville, Kentucky—The Lamiell Co., Greenwich, Ohio.





## Oil Meal v. Soybeans as Feed for Steers

By Paul Gerlaugh, Ohio Agri. Exp. Sta.

Jan. 2, 1940, we purchased 350 bus. of Manchu soybeans containing 15 per cent moisture. One-half of these beans were sent thru the expellers, the oil extracted, and the resulting soybean oil meal weighed and taken to our feeding barn, with half of the beans which had not been processed. For each 100 pounds of soybeans processed we obtained 83½ pounds of soybean oil meal.

Thirty-two steer calves, weighing about 350 pounds, were divided into two groups. One group was fed whole soybeans and the other group was fed soybean oil meal in the ratio mentioned above. Each calf in both lots was fed daily one-tenth of a pound of mineral mixture consisting of 2 parts limestone, 2 parts steamed bone meal, and one part of salt. Both lots were given 7 pounds of silage per calf per day, 1½ pounds of mixed hay, and shelled corn. The corn was full fed to the whole soybean lot of calves and was fed in this same amount to the soybean oil meal lot for the first 20 weeks of a 40 week test.

We fed the whole soybeans at about a pound and three-quarters per day. Each time we tried to raise the soybeans to the 2 pound level some of the calves would scour.

At the end of 140 days we had fed to the one lot of calves 3,805 pounds of whole beans, 243 bus. of corn, 7.76 tons of silage and 1.78 tons of hay, and 224 pounds of minerals. This lot of calves gained 4,377 pounds.

To the other lot of calves we fed 3,114 pounds of soybean oil meal and the same amount of other feeds. We had a gain in this lot of 4,872 lbs.

A difference of 495 pounds of gain while feeding 1.6 tons of soybean oil meal! The soybean oil meal was worth its market value per ton more than the whole beans, judged by gains alone.

It had been noticed thruout this period that the calves getting the soybean oil meal wanted more corn. During the second half of the test they were given a full feed of shelled corn while the other feeds were fed at the same levels as before.

During the second half of the test the calves fed the whole beans consumed on the average 9.4 pounds of corn per day while the lot getting the soybean oil meal averaged 12 pounds of corn per day. This difference in corn consumption would be expected to make considerable difference in the finish of the steers, as it did. Both lots were sold on Oct. 11. The soybean oil meal fed lot sold at home for \$13 per cwt. (that was Chicago top for the weight) and the whole soybean lot at \$12.25 with five out at \$11.00 per cwt. These values represent the difference over the whole test, not just the second half. It is difficult to appraise accurately these differences but let us put it this way:

At the end of the test the soybean oil meal cattle weighed 905 pounds each and were worth, on the average, a big dollar per cwt. more. Let's call it \$9.00 per steer. During that time each steer ate nearly ¼ ton of soybean oil meal. They also ate 6 more bus. of corn per steer during the time the test was in progress.

There is no way that one can figure the results of this test but what the conclusion is reached that soybeans should be sold instead of fed to fattening steer calves and that the meal is a very satisfactory protein source for fattening steers.

Exports of wheat and flour July to December inclusive, as reported by the Department of Commerce, totaled 2,415,000 bus., compared with 33,167,000 and 49,328,000, respectively, in the corresponding periods of 1938 and 1939.

## Protein Requirements of Pigs

Swine grow at a more rapid rate than do other farm animals, in relation to their weight, and, therefore, their feed requirements change rapidly. If, then, the protein level of the diet from weaning to marketing remains constant, it is likely that the pig will receive too little protein during the first weeks and more than he needs later on, write B. W. Fairbanks and Elizabeth Curzon of the department of animal husbandry of the University of Illinois, in the *North American Veterinarian*.

Studies of the protein requirement of the pig have indicated clearly that this is the case. Sow's milk is higher in protein than is that of the other farm animals. It contains on the avg. 6.22 per cent protein. On the carbohydrate-equivalent basis, which makes it more comparable with rations consumed after weaning, it contains about 26 per cent protein. Thus the early natural diet of the pig is high in protein.

At the 1939 meeting of the American Society of Animal Production, Keith and Miller showed that for pigs weighing 40 to 70 lbs., i. e., weaning pigs, diets containing as much as 22 to 27 per cent protein produced more economical gains than did diets containing less protein. At the same meeting, Carroll and Burroughs recommended that pigs weighing from 50 to 75 lbs. should be fed diets containing 18 to 20 per cent protein, while pigs weighing from 75 to 150 lbs. should receive diets containing 15 per cent protein. Animals weighing over 150 lbs. should receive diets containing 12 per cent protein. Thus it appears likely that, immediately after weaning, pigs might profitably be fed a high-protein "starter-ration." It is certain that for most economical feeding the protein percentage in the diet should be decreased as the pigs grow.

Conclusions. 1. The most economical percentage of protein in the diet of swine is high—up to 25 per cent—immediately after weaning, but drops to 12 per cent by the time the animal weighs 150 lbs. 2. Swine require the following vitamins in the diet: A, D, thiamin,

nicotine acid, B<sub>6</sub>, pantothenic acid and riboflavin. The situation regarding vitamin E needs clarifying. Other essential vitamins may be identified in the future. 3. A diet of farm cereals plus a protein supplement containing some animal protein such as skim milk, meat and fish meals, buttermilk, whey, or tankage plus leafy forage should supply the protein and vitamin requirements of swine.

## DRIED MILK PRODUCTS COD LIVER OILS VITAMIN PRODUCTS

for Animals and Poultry  
**LACTO-VEE PRODUCTS, INC.**  
886-887 Reibold Building, Dayton, Ohio

**CHECK YOUR FORMULAS** with **Laboratory Analyses** Protein, Fat, and Fibre —Feed or Grain— Analyzed at Reasonable Rates  
**Runyon Testing Laboratories**  
1106 Board of Trade Chicago, Illinois  
"Runyon Analyze Help Sell Feeds"



*Every shipment*  
**is PRE-TESTED**

Samples of every order are laboratory tested for vitamin and carotene content, before shipment.



**FERNANDO VALLEY MILLING & SUPPLY COMPANY**  
VAN NUYS, CALIFORNIA

## Feed Prices

The following table shows the closing bid price each week for July futures of standard bran and gray shorts, cottonseed meal and spot No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

|              | Minneapolis Spot |         | Kansas City     |          |
|--------------|------------------|---------|-----------------|----------|
|              | Bran             | Midds   | Bran            | Shorts   |
| Feb. 1.....  | 21.00            | 20.50   | 16.25           | 20.25    |
| Feb. 8.....  | 20.50            | 20.25   | 16.50           | 20.10    |
| Feb. 15..... | 19.00            | 19.00   | 15.60           | 18.90    |
| Feb. 21..... | 19.00            | 19.00   | 15.75           | 18.60    |
| Mar. 1.....  | 19.00            | 18.50   | 15.60           | 18.85    |
| Mar. 8.....  | 19.50            | 19.00   | 15.85           | 19.60    |
|              | St. Louis*       |         | Chicago Memphis |          |
|              | Bran             | Shorts  | Soy-beans       | Soy Meal |
| Feb. 1.....  | 19.25            | 22.25   | 99¾             | 22.75    |
| Feb. 8.....  | 19.40            | 22.00   | 97              | 22.80    |
| Feb. 15..... | 18.75            | 21.00   | 93¾             | 21.60    |
| Feb. 21..... | 18.90            | 20.75   | 93              | 21.25    |
| Mar. 1.....  | 18.75            | 20.85   | 95              | 21.10    |
| Mar. 8.....  | 19.00            | 21.75   | 98¾             | 22.50    |
|              | Cottonseed Meal  |         | Kansas          |          |
|              | Ft. Worth        | Memphis | City            | Chicago  |
| Feb. 1.....  | 34.00            | 24.25   | 21.70           | 63¼      |
| Feb. 8.....  | 33.00            | 24.30   | 21.70           | 64¼      |
| Feb. 15..... | 33.00            | 23.10   | 21.70           | 63½      |
| Feb. 21..... | 32.00            | 23.15   | 21.50           | 62½      |
| Mar. 1.....  | 31.00            | 23.25   | 21.70           | 63¾      |
| Mar. 8.....  | 31.00            | 24.05   | 21.70           | 65¾      |

\*St. Louis bran basis Chicago delivery; shorts St. Louis delivery.



**Corn Gluten Feed, Corn Oil Cake Meal,  
Brewers' Dried Grains Malt Sprouts  
ANHEUSER-BUSCH ST. LOUIS**



# Poultry Feeds and Feeding

## Pelleted or Unpelleted Mash

The feeding of an all-mash diet in pelleted form is a fairly recent practice in poultry husbandry, and it is supposed to have several advantages.

Some poultrymen have expressed the opinion that a pelleted all-mash diet is more economical to feed than an unpelleted all-mash diet because the chickens waste more of the latter in their drinking water. They believe that egg production is better and less feed is required to produce one dozen eggs when a pelleted all-mash diet is fed, but experimental data to substantiate such beliefs are meager. Because it was desirable to have definite information on those points, a series of two experiments were conducted at the Southwest Poultry Experiment Station, Glendale, Ariz.

Rudolph B. Morgan and Burt W. Heywang of the U. S. Bureau of Animal Industry state that in the two experiments conducted an all-mash diet in the pelleted and unpelleted form, respectively, was fed to two similar groups of White Leghorn pullets. The total egg production per pullet in both experiments was higher in the group fed the pelleted all-mash diet, but the difference was not significant statistically, according to the test.

The group receiving the pelleted all-mash diet had a greater average live weight during both experiments than the group receiving the unpelleted all-mash diet. The average live weight of the former group was significantly greater statistically at the end of both experiments than that of the latter group.

The mortality in the two groups during both experiments was not appreciably different, and there was little difference between the two groups in the hatchability of fertile eggs incubated.

## Fish Meal Value

By A. H. MENDONCA

An important distinction of fish meal is its mineral content. Fish meal is abundant in minerals in quantity and variety and contains all the mineral elements known to be essential for life's processes. The ocean has, over the ages, become a storehouse of the minerals from eroded lands and life in the sea is minerally complete. It is little wonder then that in recent years fish meals have worked their way into poultry areas throughout the United States.

Wide variations occur in the nutritive value of fish meals. If the raw materials are not fresh, undesirable decomposition products of both protein and fat may be expected in the finished product. From a feeding standpoint the fish meal manufacturer can do little more with decomposed fish than a poultryman can do with a rotten egg.

Encouraging progress has been made in development of a fairly simple and practical chemical means for the measurement of the protein quality of fish meals. The quality index thus obtained has in studies conducted thus far shown excellent correlation with biological feeding tests.

It is not possible by present methods to obtain a complete separation of the oil from the fish. Accordingly, practically all fish meals contain some oil or fat. Due to its chemical nature this residual oil combines readily with oxygen of the air. Fish meals are, therefore, subject to oxidation during manufacture, immediately thereafter, and during subsequent storage. Immediately following drying and grinding of the meal this oxidation may proceed rapidly enough that the meal spontaneously heats to high temperatures. Unless proper precautions are taken much damage may occur. Thus an otherwise good meal made under steam, vacuum or flame drying methods may become inferior because of

improper curing technique. It is important to remember a fish meal is no better than its quality at the time of feeding.

On reasonably fresh fish meal prepared from the same kind of fish, free fatty acid comparisons may serve as a good clue on the freshness of the raw material employed. Beyond that the measurement may have little value. As a fish meal becomes progressively older in storage, subsequent analyses for free fatty acid are likely to have little, if any, informative value on quality. The possible damaging effects on other nutrients such as vitamin A resulting from the high free fatty content of fish meals after admixture in the blended feed is technically a matter apart from the inherent feeding quality of the fish meal itself. Even in respect to this phenomena the free fatty acid analysis on a fish meal which has been stored for some time may not be very helpful. Progressively with time during storage the crude fat (ether extract) of fish meal diminishes as a result of oxidative changes. The non-extractable (ether)-fatty acid derivatives are most likely effective oxidation catalysts.

## Distillers By-Products in Poultry Rations

H. J. Sloan of the Minnesota Agricultural Experiment Station, in Paper No. 1828, states that the suitability of distillers' by-products as supplements in poultry rations would be determined by their ability to correct or prevent nutritional deficiencies, their physiological effect, and their cost as compared to other supplements which might be used for the specific nutrients which are present in the distillers' by-products.

Considerable variety is possible in the classification known as distillers' dried grains and several different by-products may be separated from the spent mash.

The feeding value of these products would be determined mainly by the availability of the protein and the vitamin content, since the starch is removed in processing and since fat is not particularly important in poultry nutrition. The vitamins present in these products find their main source in the yeast developed in the fermentation process. It is possible that the screened and centrifuged slop, from which are derived the concentrated distillers' solubles (semi-solid) and the drum dried distillers' solubles, may have considerable value because of their content of soluble protein.

On the basis of the results obtained under the conditions described, the following conclusions are drawn:

Distillers' dried solubles contain approximately 25-30 micrograms of riboflavin per gram and may be used to supplement a ration moderately deficient in riboflavin.

Special distillers' dried grains contain approximately one-half as much riboflavin as distillers' dried solubles. Since this product is composed of equal parts of screenings and

## Triple XXX Alfalfa Meal

*Use more of it—it's healthful*

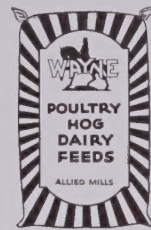


THE DENVER ALFALFA MILLING & PRODUCTS CO.

Merchants Exchange  
ST. LOUIS

LAMAR, COLO.

## IT PAYS TO HANDLE WAYNE



A complete line of Feeds, Supplements, Concentrates, Super Soy and Soy Products.

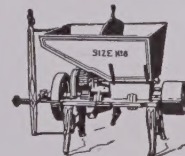
## ALLIED MILLS, INC.

Executive Offices  
Board of Trade Bldg. Chicago  
Plants at Peoria, Ft. Wayne, Omaha, Portsmouth, Va., Buffalo, E. St. Louis, Memphis

## BOWSHER Crush Grind Feed Mills' Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

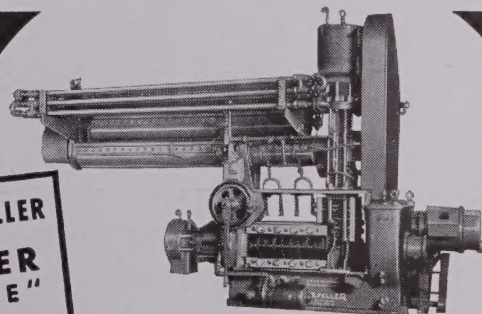
## "COMBINATION" MILLS



Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

THE N. P. BOWSHER CO.  
SOUTH BEND INDIANA

Only an EXPELLER  
can make  
EXPELLER  
"NUT-LIKE"  
Oil Meals



Expellers—the greatest value in pressing equipment—backed by 48 years experience in building continuous presses for pressing oleaginous seeds and nuts, and cracklings. Write for details.

THE V. D. ANDERSON CO.  
1956 W. 96th St., • Cleveland, Ohio



dried solubles, practically all of the riboflavin must be supplied by the dried solubles.

The protein of special distillers' dried grains appeared to be relatively incomplete but satisfactorily comprised up to 12 to 15 per cent of the total crude protein for growing chicks and laying hens. The protein quality of the distillers' dried solubles was not studied specifically, but this product gave satisfactory results when used to supply riboflavin, using levels up to 7 per cent, which would supply approximately 12 per cent of the total crude protein.

In supplying riboflavin, distillers' dried solubles substituted satisfactorily for dried skim-milk up to a level of at least 130 micrograms of riboflavin per 100 grams of diet. In a riboflavin deficient diet containing a variety of protein supplements, distillers' by-products substituted satisfactorily for dried skim-milk in supplying riboflavin and 12 to 15 per cent of the total protein.

In a ration for growing chicks, distillers' dried solubles produced satisfactory growth when substituted on an equal weight basis for dried skim-milk.

## Principles of Feed Manufacture

By C. W. SIEVERT, before Colorado State College Nutrition School

Just how many tons of feed are sold annually in the United States is not known. No accurate figures are available. But it is a business that runs into millions and millions of dollars annually. Judging from the tonnage figures that are available from the feed control departments of a few states, the tendency is still strong in the direction of more commercial feed mixing.

Up until a dozen years ago the large wholesale feed manufacturer did almost all the mixed feed manufacturing. Since then the local mixer has grown and multiplied almost everywhere, so that now the local feed maker, making his own brands of feed, produces fully as much tonnage as does the large manufacturer. The more or less local feed maker is highly important so far as feed making is concerned.

A feed plant, large or small, should be so laid out that the unloading of materials does not conflict with the loading out of finished feeds. That applies whether you handle carloads, truckloads or farm wagonloads. Every time the customer is unduly inconvenienced he wants to go somewhere else. Every time there is a delay in unloading or loading feed the cost of production goes up.

Storage is a complex subject. I want to mention one point common to all storage in bags and that has to do with rodent control. Arrange the storage piles so that each lot put into the warehouse may be taken out completely without disturbing other lots of the same or different materials. If each pile of feed can be used out every three weeks or less, rats do not succeed in nesting satisfactorily to the point where the young are ready to leave the nest, and there is much better control of rodents in the plant.

A small percentage of people, maybe 1 per cent or maybe 5 per cent, want the very best feed that can possibly be made, and price is no obstacle. On the other end of the scale we find from 10 per cent to 30 per cent or more of the people who want the cheapest price that can possibly be put on a bag of feed regardless of any other qualification.

The rest of the people, 60 per cent to 80 per cent of them, constitute the backbone of the feed buyers. They want, and are entitled to, at least a dollar's worth of feeding results for every retail dollar spent for feed.

The smart feed dealer will handle the quality of feed his community demands, but he will turn his educational efforts towards increasing an appreciation for real feeding results—production per unit of eggs, milk or meat at the lowest cost per unit. Low production costs make for a successful feed business. Adequate nutrition is not a matter of a large number of

ingredients. Some dairy feeds and cattle feeds can be made from four or five ingredients. But there is nothing against ten or twelve ingredients. Poultry mashes as made for birds kept in confinement usually require eight or more ingredients. The maximum number of ingredients to use is somewhat a matter of opinion, but using an excessive number draws some degree of suspicion. Twenty to thirty ingredients in a feed is almost certain to mean that some are entirely superfluous and take the place of larger amounts of the worth-while ingredients.

Two mixers can take the same good formula. One will make it out of high-grade fresh ingredients, the other out of the cheapest he can buy, with age and quality not considered. The first produces an excellent feed, the second makes a feed of poor and even questionable value. Ingredient quality is important.

No two feed ingredients are exactly alike. Some are very similar, for example, corn, kafir corn and milo maize are almost interchangeable. If the similarity is great then the matter of substitution is simple. In order to be safe be sure you know what you take out of the feed and exactly what you put in. You may have in mind just one nutrient when you take out an ingredient and a substitute for it may be used. Usually several nutrients are involved and that must be kept in mind and taken into consideration. A good example is dried milk. Dry skim milk is much used in poultry feeds. It is not a cheap ingredient but it is one containing high quality proteins, several vitamins, a very good mineral balance and the carbohydrate content is all milk sugar. Dried butter-milk contains practically the same thing and hence can be used in its place. But other substitutions haven't fared so well. Milk protein is of very high quality.

At the Cornell nutrition school, Dr. Heuser pointed out that riboflavin sources are not complete substitutes for the feeding values of milk in poultry feeds. At a recent convention Dr. Wilcke of Iowa explained that distillers' dried products containing riboflavin are not the equal of dried milk because milk contains many nutrients not found in the substitute materials. So when substitution of one ingredient for another is considered be sure you know all you should know about both materials.

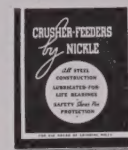
The smaller feed makers often find that their mixing problem is simplified by using mixing concentrates. Such a concentrate when mixed with ground grain will make a satisfactory mash feed. There are on the market some suitable concentrates of this kind. They fit in very well with the mixing program of the smaller mixer. The concentrate is the mash feed with the grains and mill feeds removed but with the rest of the ingredients remaining in their full relative proportion.

The sales appeal of a feed and good merchandising are most important. Often one finds that good merchandising is woefully lacking. Goods must be sold before they can be produced in any considerable amount. Sell your merchandise. Remember that the owner of the poultry or other farm animals passes on the feed before the animals ever get a chance to give their opinion. Therefore, your feed must look good and be uniform in appearance. It must smell and taste good. The feed must be palatable to the animals and must produce results. Good formulas and good quality ingredients are necessary along with the right manufacturing facilities. Good merchandising is a very necessary part of the feed business.

The feed business involves relatively large tonnage, a rapid turnover and relatively small wholesale profit per ton. Unless a good accounting system is set up so that inventories and shrinkages are frequently and accurately checked the feed maker is apt to wake up with a very serious loss staring him in the face. A perpetual inventory and a monthly check-up are preferred if considerable tonnage of feed is made. A steady business policy should be

established and maintained. This applies to sales methods, financing, collections, service and adjustments.

The Federal Crop Insurance Corporation up to Jan. 11 held 13,215,611 bushels of wheat in storage to cover premiums paid by more than 386,000 growers who insured their 1941 crop against all unavoidable hazards, Leroy K. Smith, manager of the Corporation announced Jan. 29.



## EAR CORN CRUSHERS

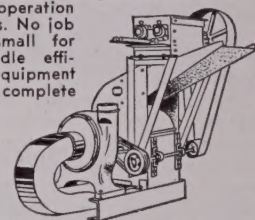
Bulletin 920 deals with the problem of feeding hammer and attrition mills. Send for your copy today—it's free.

● NICKLE ENGINEERING SAGINAW MICHIGAN

## One Machine, a Combination or a COMPLETE MILL or ELEVATOR

High quality equipment that is unsurpassed in thoroughness of work, ability to give constant service, or savings in operation and maintenance costs. No job too large or too small for Kelly-Duplex to handle efficiently. Select the equipment you need from the complete Kelly-Duplex line and make substantial savings.

Write today for catalog.



KELLY-DUPLEX

The DUPLEX MILL & MFG. CO.  
SPRINGFIELD, OHIO

## CHICKENS TURKEYS

### Their Feed and Care

Helping your farmer patrons to increase their profits from their flocks will also increase your business. These authoritative books will aid you when advising them.

**POULTRY PRODUCTION**—Lippincott and Card

A book complete with information needed in the successful raising of poultry. Newly revised. Sixth edition. 603 pages, 215 illustrations. Weight 4 lbs., price \$4.00 plus postage.

**PRACTICAL POULTRY FARMING**—Hurd

Revised and enlarged edition, up-to-date. Contains all important discoveries in poultry production made in recent years. 480 pages, 200 illustrations. Weight 2 lbs. Price \$2.50 plus postage.

**POULTRY HUSBANDRY**—Juill

Contains a background of the poultry industry, the fundamental principles involved in various poultry practices, and important economic factors in producing and marketing poultry products. 548 pages, 167 illustrations. Weight 3 lbs. price \$4.00 plus postage.

**TURKEY MANAGEMENT**—Marsden and Martin

Because of the recognized ability of the authors, this, the first complete, non-technical treatise on turkey production should prove of great value to both large and small producers. 708 pages, 17 chapters, appendix and thorough index. 120 illustrations. Weight 3 lbs. price \$3.50 plus postage.

Nothing is more productive of profit than healthy poultry. These books will aid you in encouraging your patrons to raise the better types. Order them today.

### Grain & Feed Journals

Consolidated  
332 S. La Salle St. Chicago, Ill.



## Nutritional Deficiencies and Their Cure

By H. S. WILGUS, JR., and FRANK THORP, JR.,  
Colorado Experiment Station.

Nutritional diseases are prevented by rations properly formulated and mixed from the best ingredients. College formulas, and most commercial feeds manufactured by reputable companies, are adequate if fed according to directions. If directions are not carefully followed or if improperly formulated or mixed feeds are used, nutritional deficiency diseases may occur.

Vitamin A deficiency is evidenced in older birds by a swelling of the tissues around the eye and sinuses owing to the accumulation of loose, cheesy, white material in the eye. There is no disagreeable odor present as in infections of similar description classified as infectious roup. In acute cases, particularly in younger birds, the kidneys are swollen and the ureters are choked with excess urates. In more chronic cases, small yellowish-white pustules are found in the pharynx and esophagus. A deficiency of Vitamin A in breeding rations results in lowered hatchability of eggs and production of congenitally weak chicks which respond poorly even on the high Vitamin A starting mash. Young birds show stunting, roughened feathers, inco-ordination of gait, and frequently xerophthalmia (drying up of eye secretions and accumulation of sticky material around the eye due to secondary bacterial infection). Death usually follows. Turkeys are particularly susceptible. Often they show only delayed growth and inco-ordination (spasms) followed in a few hours by death.

In both old and young birds, insufficient Vitamin A results in lowered resistance to disease, particularly colds. Vitamin A in the plant form occurs chiefly as certain carotenes in green feed and as cryptoxanthin in yellow corn. Green range, alfalfa leaf meal, excellent quality alfalfa hay and yellow corn are therefore the chief sources of this important vitamin. The carotene in green feed is readily lost by exposure to sunshine, dampness, air and heat, and therefore alfalfa must be properly cured or artificially dehydrated and stored in a cool place.

Vitamin A is present in the animal form in fish oils, particularly from cod liver and sardines. It is quite stable in the oil, but becomes oxidized and tends to lose potency after mixing in the feed. Rate of loss is moderate and not of importance when feed is not held over one month after mixing and when only fresh, high-quality ingredients are used.

Birds suffering from Vitamin A deficiency

usually recover rapidly when treated for a week or so by adding 2 per cent of standard biologically tested fish oil or with plenty of leafy green feed and then kept on an adequate ration.

Rickets may result from insufficient Vitamin D, calcium, or phosphorus, or of excess calcium. Tendency toward rickets is enhanced by coccidiosis infection, presumably by impairing intestinal absorption. The symptoms vary slightly according to the cause. In chicks and poults this disorder is evidenced by poor growth, rough feathers, lameness, swelling of the hocks and rib joints, crooked breast bones and leg bone deformities. It is readily distinguished from perosis (enlarged hocks or slipped tendons) by the fact that the leg and breast bones are easily bent or rubbery, and the beaks, particularly at the base, are very soft. If not relieved, the chicken dies.

The enlarged joints are due to poor calcification and excessive production of cartilage. In rickets in mature stock the birds appear unthrifty and underweight and become stiff and lame. Egg production and egg size is reduced, with many thin-shelled and fragile eggs occurring. The breast bone in young laying pullets becomes soft and malformed. Leg bones become thin, brittle and fragile. The birds eventually lose the use of their legs and die.

Treatment lies in supplying Vitamin D in the form of direct sunlight or of proper amounts of biologically tested and guaranteed fish oils. In treating rachitic flocks, the amount of fish oil should be doubled or tripled for a week. Recovery is usually rapid.

Low-calcium rickets result from insufficient calcium or phosphorus or both. In chicks and poults growth is somewhat reduced and the birds are unthrifty. If the deficiency occurs very early, the bones may not calcify, but remain very soft. If some calcification has occurred previously as in older birds, the bones become very fragile and are easily snapped. Little excess cartilage formation occurs because calcification proceeds in the growing ends of the leg bones, the mineral being taken from the shaft and redeposited in the ends, thus producing fragile bones. The beaks become soft and pliable. The egg production of laying birds is quickly reduced by calcium deficiency, and the egg shells are thin and fragile. Here, too, the bones tend to become thin-walled and fragile because the bird uses up the mineral to form egg shells.

The difficulty is frequently caused by over-feeding grain to chicks at the expense of mash consumption or by failing to provide limestone grit or oystershell to birds on range or in production. Treatment consists of adding 2 to 5

per cent steamed bone meal to the mash and eliminating grain from the ration for several weeks. Adequate Vitamin D should also be assured.

High-calcium rickets causes symptoms in young chicks very similar to the low-calcium form, except that growth may be somewhat more depressed. The excess calcium in the diet combines with phosphorus in the digestive tract, rendering it unavailable to the bird and therefore causing rickets owing to low phosphorus. Since manganese absorption is simultaneously reduced under these conditions, perosis may also occur in chicks during the first six weeks of life. Excess calcium in chick mashes is not common. This trouble is more frequently due to giving chicks limestone grit or oystershell during early life.

## Supplements for Stock Cattle

Investigations by C. W. McCampbell and L. C. Aicher at the Fort Hayes Substation into the comparative values of eight protein supplements in winter rations for stock cattle, in 1938-39, tended to substantiate earlier findings.

A summary of 3 years' results with yearlings indicated that those receiving 3 lbs. of wheat bran per head daily as a supplement to sorghum silage consistently made greater and less costly gains than those receiving a supplement of 4 lbs. of ground alfalfa hay or 1 lb. of a protein-rich supplement daily. The alfalfa hay ranked second on the basis of average total gain, followed in order by cottonseed meal, corn gluten meal, soybean oil meal, tankage, linseed meal, and peanut meal. Cost per hundredweight of gain with the various supplements varied with varying feed costs. Wheat bran versus alfalfa hay versus cottonseed meal as protein supplements to silage when these combinations are used as winter rations for stock cattle.

Calves.—In an attempt to ascertain the quantity of alfalfa hay or wheat bran which was equivalent to 1 lb. of cottonseed meal as a supplement to sorghum silage for wintering beef calves, eight groups received the following respective supplements: 3 lb. and 4 lb. of long alfalfa, 3 lb. and 4 lb. of ground alfalfa, 3, 2 and 1 lb. of wheat bran, and 1 lb. of cottonseed meal per head daily. The average daily gains were 0.99, 1, 0.95, 1.13, 0.91, 0.68, and 0.96 for groups 1 to 8 respectively.

## Trucking with Diesel Power

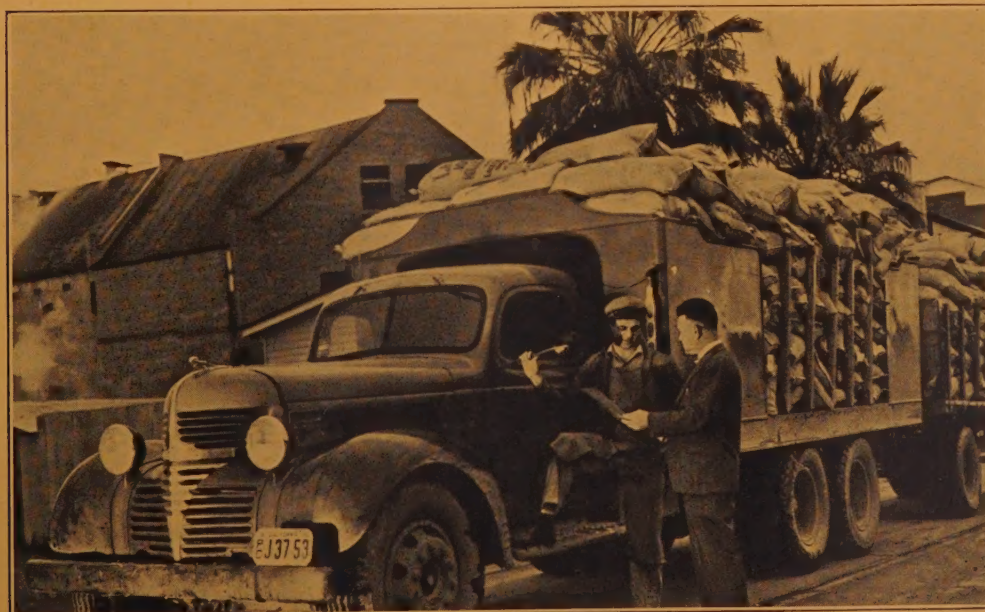
The fuel economy of diesel engines in operating heavy trucks has been demonstrated by the Lacey Milling Co., of Hanford, Cal., in hauling barley between Hanford and Sacramento and other points in the San Joaquin valley.

Since Dec. 1, 1939, its job-rated Dodge-Diesel heavy duty truck and trailer has been carrying loads of 18 to 20 tons of barley at speeds of 35 to 40 miles an hour, with a maximum speed well above this.

In the first two and one-half months of service the Dodge-Diesel has averaged 9.75 miles per gallon on diesel fuel over all types of roads including pavement, oil and dirt. The average mileage of gasoline trucks hauling the same size load over the same territory was only three to four miles per gallon, according to H. E. Lacey, head of the milling company. He said:

"From our experience with trucking equipment, which dates back to 1915, we find the fuel saved by this truck will amount to \$1,325 per year. Another advantage of the job-rated Dodge-Diesel is that it saves time on hills and requires less gear shifting."

It is a standard model in the 1940 line of Dodge job-rated trucks. Only extra equipment are an auxiliary transmission and a 3rd axle unit. This truck has been regularly inspected and is now in good condition.



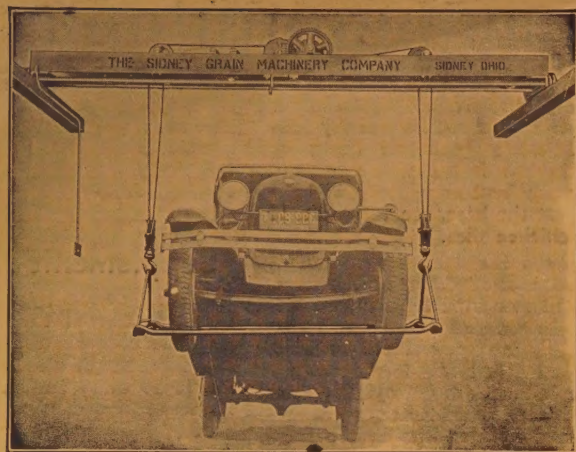
A Heavy Duty Dodge-Diesel Truck and Trailer operated by the Lacey Milling Co., of Hanford, Calif.



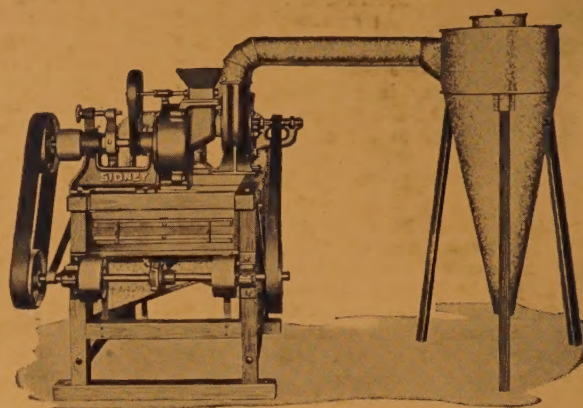
GRAIN & FEED JOURNALS Consolidated

# Grain Elevator Equipment

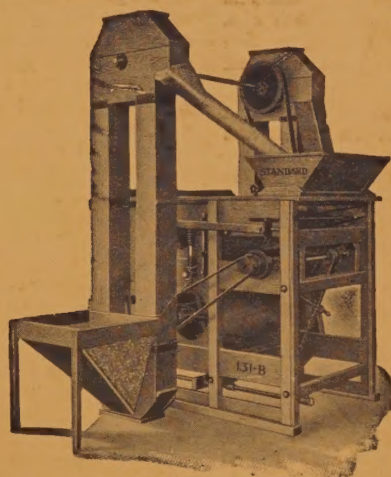
S  
I  
D  
N  
E  
Y



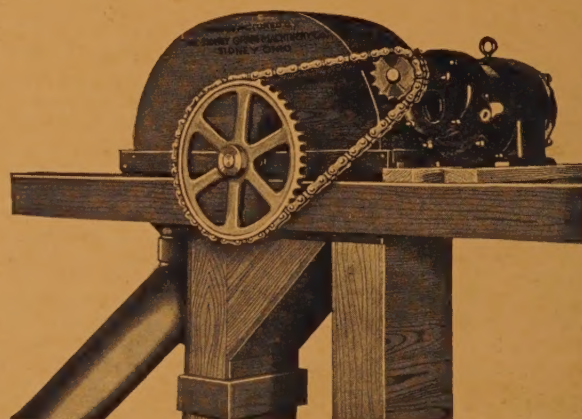
Sidney Overhead Truck Dump



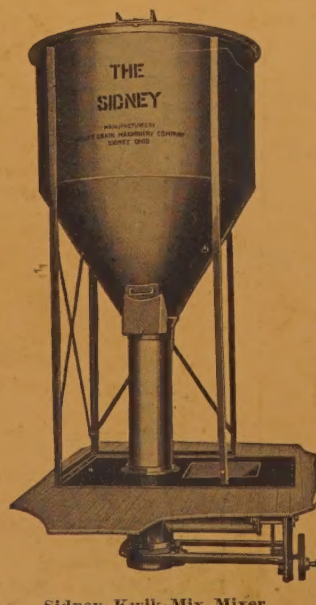
Sidney Corn Cracker & Grader



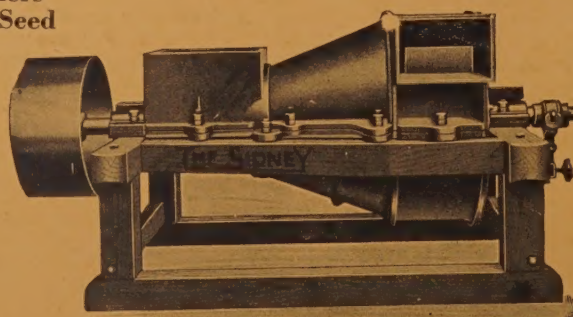
Standard Cleaners  
Grain—Bean—Seed



Sidney Grain Elevator Head Drive



Sidney Kwik-Mix Mixer

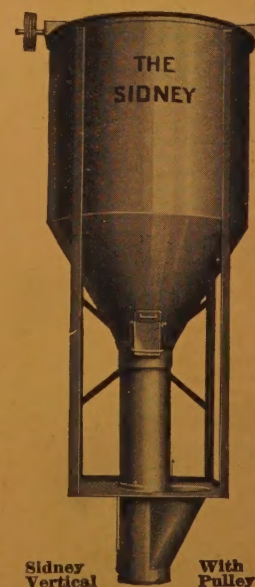


Sidney Corn Sheller

Our engineers, thoroughly experienced in the needs of grain elevator and feed mill operators, are ready and willing at all times to consult with you regarding your equipment requirements. This obligates you in no way.

**Sidney Grain Machinery Co.**  
**SIDNEY, OHIO**

Specialists in the Manufacture of  
Grain Elevator and Feed Mill Equip-  
ment for over 50 years.



Sidney  
Vertical  
Mixer

With  
Pulley  
Drive